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The NATIONAL WOOL GROWER



VOLUME XX
NUMBER 2
FEBRUARY
— 1930 —

Wool Growers
and Their
National Corporation
for
Selling Wool
by
J. B. WILSON

OFFICIAL ORGAN OF THE
NATIONAL WOOL GROWERS ASSOCIATION
SALT LAKE CITY, UTAH



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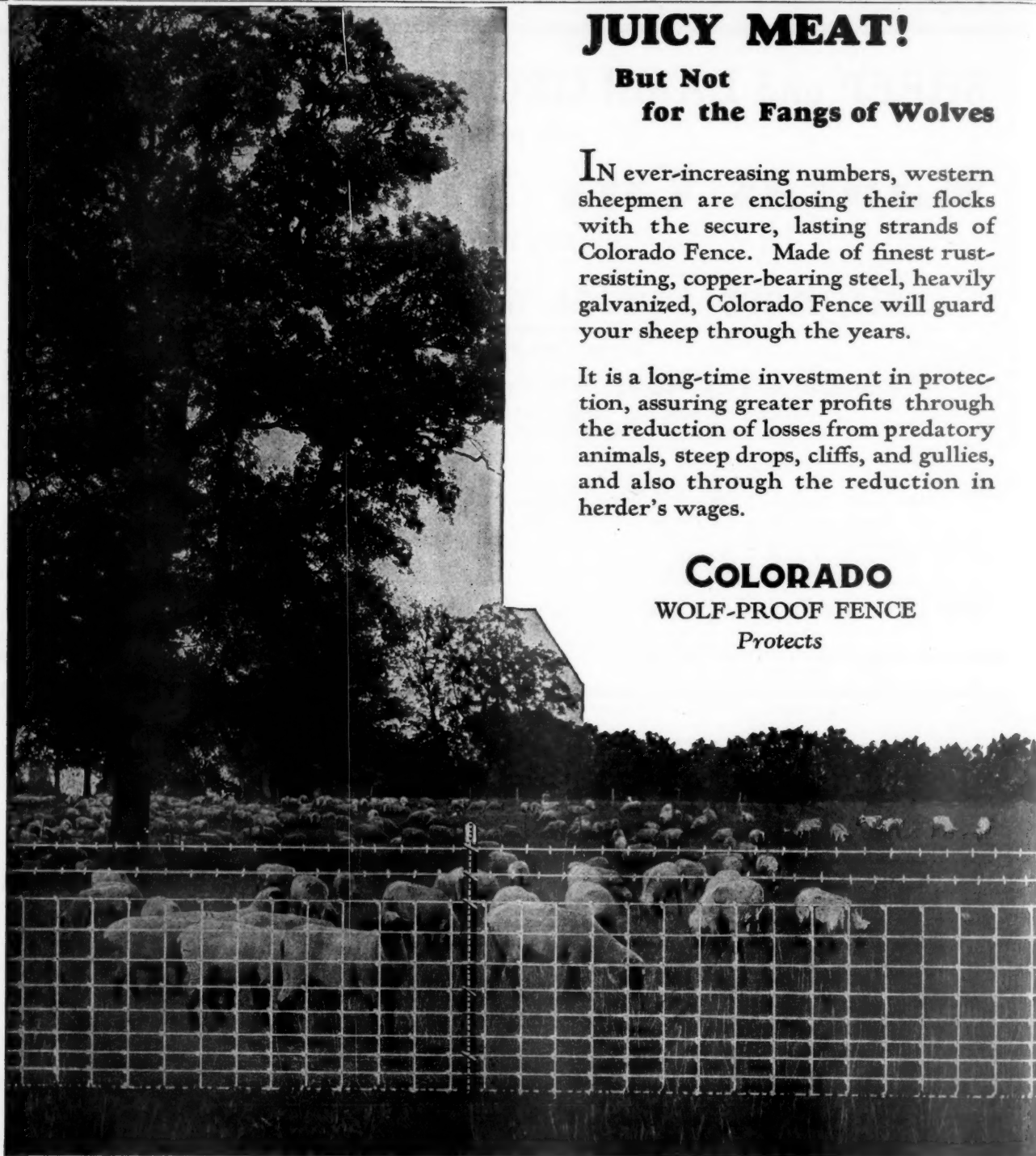
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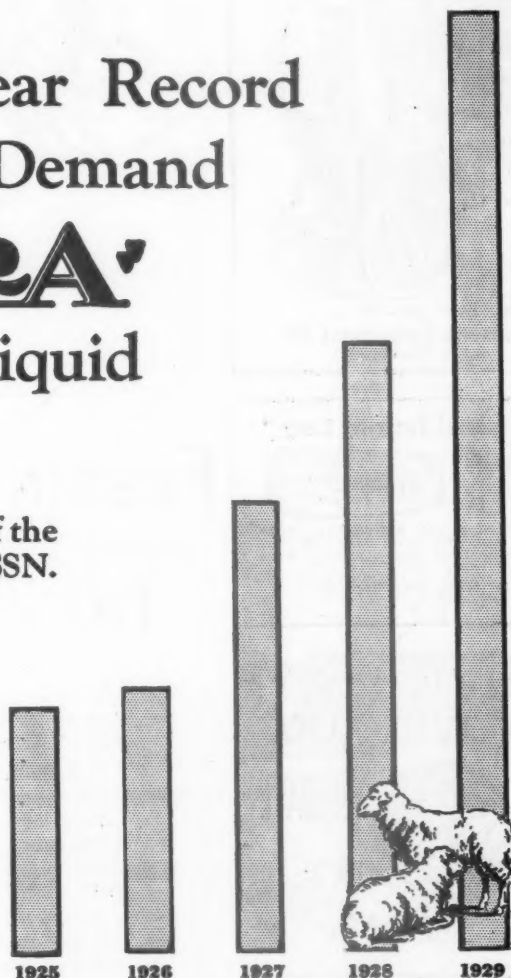
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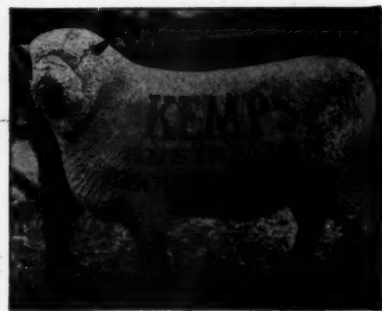
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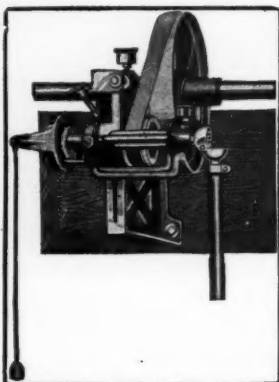
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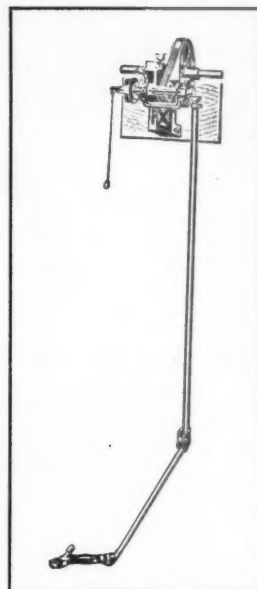
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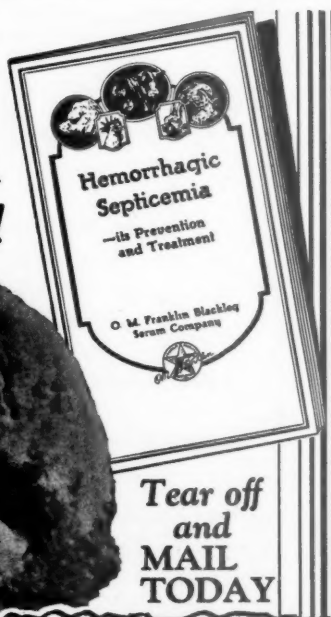
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Official Organ of the NATIONAL WOOL GROWERS ASSOCIATION

Published Monthly at 509 McCormick Building, Salt Lake City, Utah, by the National Wool Growers Association Co., Inc.

F. R. Marshall, Editor

Irene Young, Assistant Editor

SUBSCRIPTION RATES—Payment of dues in the National Wool Growers Association includes a year's subscription to the National Wool Grower. Dues and subscriptions are received along with state association dues by the secretaries shown below in the following states: Arizona, California, Colorado, Idaho, Montana, New Mexico, Oregon, Utah, and Washington. To nonmembers in the United States and Canada, \$1.50 per year; foreign, \$2.00 per year.

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EDITORIAL

The Growers' Wool Corporation

A generally favorable attitude toward the National Wool Marketing Corporation prevails among wool growers. Another month will show the action to be taken by the old co-operatives and by some new ones on the point of merging their financing and selling affairs by taking out association memberships in the corporation.

Expressions of growers are becoming more numerous and more favorable as it is better understood that the whole undertaking is designed for the benefit of growers and always will be controlled by the growers' own chosen representatives. These representatives at present are the temporary board of fifteen directors of the National Corporation, who on September 10, will give way to others nominated by the member associations then having wools in the hands of the corporation for selling.

With the men chosen by the growers at present to carry the responsibility of directing the affairs of the member associations and of the central corporation, as it must be with future directors, ability to render full service is the only measure for selecting employees for handling and selling work.

In engaging the services of the staff of Draper and Co. to handle and sell its 1930 wools the directors of the corporation have acted on strictly business lines to secure the best available service and at the lowest possible terms. It is not unlikely that within a few years the corporation will employ salaried salesmen and if thereby the cost of service can be lowered to grower members without impairing efficiency, such reduction will be made. But for this year at least the corporation will be very busily engaged in getting its methods understood by the growers and in aiding the member associations to get fully organized.—also to handle the financial arrangements in conformity with requirements of the Federal Farm Board, the Intermediate Credit Bank, and the practical needs of the growers.

The main object is to establish on a permanent basis a grower-controlled selling organization financed and conducted to earn and hold the confidence of the growers and of the government financial agencies now being dealt with, and also of commercial financial institutions.

Wool Reports

Wool market reports in the first week of February showed some stronger feeling toward fine wools. This was reflected from both London and Boston but was not translated into alterations of price quotations. As the trade is accustomed to say, "a market can't be put up unless wools are sold". With conditions now less markedly in buyers' favor, and in view of the fact that we have passed through six months of sharply declining values, there are reasons to hope that the price trend may start in the upward direction, even if slowly.

The key to the situation still lies in the European mill sec-

tions. Further reports show that the outlet has been very poor for some time for woollen goods produced in English and Continental mills. Wools having been on the bargain counter there since last June, the textile trade has had all benefit that can be afforded by cheap raw material. The greatest trouble has been in mill wages and other expenses and in the retail demand. Wools have gone off enough to cause a reduction in prices paid by customers, and by every economic consideration the low prices recorded in the London sale which opened on January 21, should mark the end of the decline and the starting point of a stronger position for wool growers and sellers.

Although there was a decline in the rate of wool consumption by American mills during November and December, and our mill conditions are not yet satisfactory, the cloth trade is such as to allow reasonably good wool prices if it were not for the very low price of foreign supplies as shown in London and other centres through which world conditions are reflected. If the date of effectiveness of the new tariff law shall coincide with better conditions abroad, the growers' position will be materially improved in respect to both wool and lambs.

Lamb on the Radio

GREAT credit is due the organized lamb feeders of Colorado and Nebraska for their unusual effort in putting their product "on the air". The plan of the radio work and some features of the program is found in this issue of the Wool Grower.

Recent disastrous prices at lamb markets immediately concern feed lot operators, but the range men are affected no less. Unusual and unexpected runs from corn belt states appeared to over-supply the January trade. While Colorado and Nebraska are said to have larger numbers on feed than last year, yet with their highly efficient system of distributing shipments, better results can be looked for when those states have the chief sources of supplies, after corn belt feeders have finished.

While much is being said of large runs as contributing to low prices, the fact is that January supplies delivered were not far from the figure for one year ago. Prices have been discounted in anticipation of larger numbers reported to be coming to market later, but how nearly correct the government estimates will prove will not be known until spring. Carcasses are selling from three to six cents less per pound in the large consuming centres, below this time last year. A large part of this loss can be accounted for by the lower wool and pelt values. There is solace in the fact that at from 23 to 26 cents for carcasses, the supply is being absorbed and a partial recovery in wool would put a different aspect upon the lamb situation.

Packers appear to be far from pessimistic on summer prices, judging from their California contracting reported in this issue as being done on the basis of thirteen cents for April deliveries of good quality lambs.

QUICK FREEZE METHOD IN THE MEAT INDUSTRY

It is many years since any new practical method has been introduced with such promise of large economic benefits to both producers and consumers as are found in the new 'quick freeze method' of preparing meats for retail distribution.

The large packers have been working on this method for considerable time and have made a beginning in the commercial distribution of all cuts of lambs and some beef and pork cuts under the new methods. While some points appear to need further study and development, the assurance that the method is practical is already given. The remaining work appears to lie mainly in the adjustment of relations with the agencies in retailing and other distribution channels. This method was discussed in detail at the various state conventions of wool growers by F. M. Simpson of the Commercial Research Department of Swift and Company. At most of the meetings this company had a large refrigerator case on exhibition filled with cuts prepared for distribution and sale under this method. In discussing the plan before the conventions Mr. Simpson used numerous cuts which had been prepared at his company's Chicago plant and shipped in 'dry ice' packing, arriving in every case in excellent condition and showing that this method of shipping has wonderful possibilities.

The quick freeze method consists of putting carcasses into a temperature of about 25 degrees below zero soon after having been dressed. This extreme and sudden freezing is claimed to be highly advantageous over the old method of freezing as it keeps the juices within the tissues and leaves the meat in much more attractive and palatable condition when it reaches the kitchen than ever was possible under the old method of thawing out cuts at the retail shops before cutting up.

When completely frozen the lamb carcasses are cut into the various retail cuts as demonstrated in the lamb demonstration work. These cuts are then wrapped in transparent cellophane paper and labeled to show the grade of the carcass from

CALENDAR

Southwest American Livestock Show,
Oklahoma City, Okla., March 16-22.
California Ram Sale, Sacramento, May
19-21.
National Ram Sale, Salt Lake City, Utah,
August 25-28.

which the cut was taken together with the name and weight of the cut. Packed and shipped in this way cuts of meat can be kept for long periods when the right kind of refrigeration is furnished and can be delivered to the purchasers without further handling or any loss in weight. What is of even greater interest and promise to producers is the fact that in this way packers can be sure of their products being delivered to consumers with their own name upon the package and with the label to show the grade of the cut. This fact will make it possible for packers now to advertise largely their own brands of fresh meats, which is a thing they have been unable to do previously because it was not possible to have either the name of the packer or of the grade of meat upon the cut at the time it reached the consumer.

In discussing this method Mr. Simpson cited the following as further economical advantages:

1. The cuts are more attractive.
2. The different carcass cuts can be distributed to the towns or shops where such cuts are in greatest demand, thus avoiding the necessity of each retailer having to work off upon his trade some parts of the carcass which are less popular in his neighborhood.
3. The retailer knows the exact cost and can simply make his own mark-up to cover his expenses without needing to make allowances for waste or expense of cutting. The retailer also knows the exact cost of each cut as it reaches him and is thus placed upon the same basis as the retailers of package groceries or dry goods.
4. The meat so prepared and handled appears to have all of the advantages of meat that has been aged for several weeks. This means the elimination of heavy expense to packers involved in holding large inventories of meat in their coolers for aging purposes.
5. All of the trimmings are used and can be put up in quantity in the most attractive packages for edible uses, the by-products remaining at the plants where they can be most economically utilized.
6. The cuts can be held longer than is possible under the old methods.

FARM BOARD LOANS TO PRODUCERS' ORGANIZATION

THE Federal Farm Board today announced that it has granted loans to National Order Buying Company, Chicago, Illinois, a division of the National Livestock Producers Association, to enable that organization to extend to the corn belt states its program of cooperative order buying and direct to packer marketing of livestock.

The Board has made a facilities loan of not exceeding \$200,000 to the National Order Buying Company to expand its system of acquiring and operating cooperative concentration yards and direct routes for assembling livestock which may be graded and marketed direct to packers or consigned to cooperative sales agencies in the terminal markets.

A merchandising loan of not to exceed \$100,000 was granted the National Order Buying Company to extend its order buying activities onto other major terminal markets and to make advances to producers for livestock when delivered to concentration yards.

The loans were conditioned on the National Order Buying Company's becoming affiliated with the new national livestock marketing association now in process of organization, in line with the policy of the Farm Board to build national commodity cooperative sales agencies.

The National Order Buying Company now conducts a cooperative order buying service on the Buffalo, Cleveland, Pittsburgh, Cincinnati and Detroit markets and direct to packer service from twenty-five cooperative concentration yards in Ohio and Indiana.

BREED ASSOCIATIONS CONTRIBUTE TO LAMB FUND

GENEROUS contributions to the lamb promotion work have been received by the National Wool Growers Association from the American Hampshire Sheep Association and the American Rambouillet Sheep Breeders Association. The Hampshire organization's check was for \$750 and that of the Rambouillet association for \$200. The recognition by these associations of the value of the lamb campaign to their members is very commendable.

Wool Growers and Their National Corporation for Selling Wool

A Growers' Merger of Wool Sales Work—Prospects and Procedure

By J. B. Wilson

Secretary-Treasurer, National Wool Marketing Corporation

THE day that representatives of wool growers of the United States accepted the wool sales program worked out by the National Wool Marketing Council and National Wool Growers Association, in cooperation with the Federal Farm Board, to act as a merger in wool selling, will come to be regarded in future years, I confidently believe, a red-letter day in the history of the American wool growing industry. The National Wool Marketing Corporation promises the wool grower the influence in the domestic market he has persistently sought.

This new marketing program for wool can not hope to be a panacea for world wool market conditions, but it certainly can expect to be a strong stabilizing factor in the home market and an exceedingly strong influence toward keeping the home price at a level which represents the foreign price plus the tariff, differences in packing costs and wool quality being considered.

By their early and aggressive start in national, centralized cooperative marketing of their wool the sheepmen are getting in on the ground floor of one of the most far-reaching developments of modern times. The Federal Farm Board, which is sponsoring, both financially and morally, the new program, is empowered with greater authority than has ever been given to any governmental body. It has started out in a determined way to effect a constructive evolution of agriculture. Wool is perhaps the most suitable of all agricultural commodities for the new orderly marketing program. Therefore, we growers may expect to see many interesting developments in our field during the coming few years.

The wool marketing corporation will put into operation in the wool growing industry the purposes of the federal agricultural marketing act. These purposes are, to minimize speculation; to eliminate wasteful and inefficient distribution; and

to centralize grower-effort in selling and eliminate competition among various grower-operated selling concerns. The first step in the program is to bring into one group the existing large wool cooperatives, five in number. This centralization, supplemented by the larger quantity of wool to be obtained through increases in membership in these existing organizations and from new units to be formed, will give the corporation sufficient wool to exert a strong influence on the market. Members of the Farm Board feel that if 15 to 20 per cent of a commodity is handled through a central sales agency it can be made a potent market factor. I believe the corporation is in a fair way to receive at least 50,000,000 pounds of wool out of the 1930 clip. This is approximately twice the total quantity of wool handled in any previous year by cooperative sales groups.

A point which must constantly be kept in mind is that the wool marketing corporation does not deal directly with the wool grower, either in marketing his product or in financing him. To participate in the corporation, growers must form, if one is not already available in their territory, a cooperative unit, qualifying as such under the Capper-Volstead Act. Such a unit must have a minimum of 500,000 pounds of wool to qualify. For each 100,000 pounds of wool contributed, a share of capital stock in the corporation, with a par value of \$100, must be bought. Thus the individual grower deals with his state or regional unit and the regional unit in turn deals with the national corporation.

The Federal Farm Board has approved pre-shearing loans of \$1 per fleece on wools signed this year. These advances are available as soon as the wool is signed. At shearing time additional loans will be made to facilitate the orderly marketing of the clip. These loans will be made up to 90 per cent of the value of the wool

at the time. The corporation feels that such methods of financing unsold clips at shearing time are highly desirable in achieving scientific and orderly marketing of this commodity. The money advanced to the grower will bear the lowest rate of interest the corporation can obtain.

The day of large profits in wool handling are over. The growers long have expressed their dissatisfaction with the present wool marketing methods and have urged a change. All the wool manufacturers to whom I have talked have indicated an approval of the new program. The Boston wool market has been feeling so blue the last two years that one has reason to wonder if the private traders themselves are not dissatisfied with the old system.

The corporation recently completed arrangements with Draper & Co., for the last two years the largest wool house in Boston, to act as the exclusive selling agent. This wool concern handled over 50,000,000 pounds of wool last year. The terms upon which Draper & Co. agreed to join the corporation movement are very attractive to the growers' interest. Under the agreement the company will cease independent business. Its entire organization, sales and field, will be at the service of the corporation.

Selling charges for wool will be 2¼ cents per pound to the grower for wool sold in original bags. An additional charge of 40 cents per hundred pounds will be assessed when grading is necessary. One-half cent per pound will be returned by the corporation to finance the state units. Dealers say it costs about this sum to buy wool in the field. The cooperatives say it costs about the same to solicit members and carry on necessary work. One-quarter cent will go to the National Wool Marketing Corporation to finance its activities and to build up a reserve fund. Loans from the Federal Farm Board made to carry on organiza-

tion activities will be repaid over a period of ten years.

A big aim of the corporation will be to give the grower benefit of the lowest possible handling cost for his wool though growers will benefit most of all through the work of the corporation in stabilizing the market and maintaining prices that represent world values with the United States tariff added on. It naturally follows that the larger the volume of wool consigned the lower this handling cost can be kept. All reductions in the handling costs by the corporation will be passed back to the grower in form of patronage dividends after the corporation debts have been paid and a working reserve fund created.

A supply of pamphlets has been printed showing the Articles of Incorporation and By-laws of the National Wool Marketing Corporation together with the copies of the contract that will be entered into between that corporation and each of the cooperative associations which will comprise its membership; also, a copy of the marketing agreement to be signed by growers becoming members of these cooperative associations. This pamphlet together with instructions has been sent to all wool marketing and wool growers' organizations and can be obtained upon application to the National Wool Marketing Corporation, 281 Summer Street, Boston, Massachusetts, or for a few weeks longer at 602 Transportation Building, Washington, D. C.

The following outline shows what is necessary to be done in putting a cooperative association into shape to receive funds from the National Corporation as advances upon its members' clips and to become entitled to the other benefits of the association. It should be remembered that upon September 10, there will be an election of new directors in the corporation. At this time the present temporary directors will be replaced by others nominated by member associations which have placed 1930 wools to be sold by the corporation.

1. The cooperative association must be incorporated in the state in which it is to operate.

2. The association must apply for membership in the corporation and subscribe to the corporation's stock in the amount of \$100.00 for each 100,000 pounds of wool signed up by association members. (Forms for application for membership and subscription to stock will be furnished by the corporation. Twenty-five per cent of the stock is to be paid in cash and the balance can be on rates bearing six per cent interest.)

3. At the time of applying for membership and stock in the National Wool Marketing Corporation an association should furnish:

(a) A copy of its articles of incorporation and by-laws.

(b) A copy of a resolution passed by its board of directors authorizing the application for stock in the National Wool Marketing Corporation.

(c) A resolution passed by the directors of the association designating specific officers, (such as secretary—or assistant secretaries) to endorse notes on behalf of the association.

(d) A statement of the approximate amount that will be required in making pre-shearing loans.

(e) An opinion of the association's attorney approving the bill of sale or chattel mortgage form and stating that it is eligible for record.

When the above procedure has been complied with the National Wool Marketing Corporation will furnish to the association forms of notes to be signed by growers obtaining pre-shearing advances and directions for obtaining chattel mortgage abstracts. The association will then be in a position to forward such growers' notes to the corporation with accompanying papers and to obtain the amounts of the pre-shearing advances.

The further procedure that will be necessary to obtain the balance of 90 per cent of the market value when clips are delivered will be comparatively simple and will be outlined to officers of member associations when pre-shearing advances have been arranged for and in advance of actual shearing.

Growers who desire to enter the new arrangement and who are not now members of any cooperative wool marketing association should join their nearest association of that character or if necessary unite with others to establish a cooperative association.

WYOMING CONTINUES TRUTH-IN-FABRIC WORK

OUR progress in enforcement of our truth-in-fabric law is very slow for many reasons and yet the better labeling of merchandise under the law is very gratifying. One of the most important factors which tends to slow up our progress is the antagonistic attitude of many manufacturers of merchandise sold as wool. These, when requested for information as to virgin wool content of their wares, refuse to give it. There are, however, many houses, and their numbers are increasing, who will comply with this request and the goods of these firms are in demand in Wyoming.

A few days ago, with a powerful microscope, I visited a number of clothing stores in Rawlins. The clothiers were much interested to see the vast amount of cotton fibers in their merchandise sold to them as wool, and passed on to their customers as such without their knowledge of its cotton content.

I was shown a letter from manufacturers, similar to many others I have seen, saying that they would not give the virgin wool content of their clothing. A pair of pants from this line, retailing at \$6.00, was carefully examined with the microscope and a cotton warp was disclosed and the filler proved to be mostly cotton with a little wool which looked much the worse for wear. These pants were being sold for wool, all-wool for auto battery service.

In other stores I found other lines of trousers, at about the \$6.00 price, made of similar fabrics. Selling merchandise of this kind as wool is a fraud and should not be tolerated in any state whether, therein, is a truth-in-fabric law or not. Selling this stuff that looks like wool and allowing customers to believe that it is wool is morally wrong and in a large measure accounts for the downward trend of world wool prices.

I think the forming of the National Wool Marketing Corporation is a good piece of work. Those who have worked to get the organization started are to be congratulated.

Kleber H. Hadsell

LAMB NOW "ON THE AIR"

National Broadcasting Program Added to Lamb Promotion Campaign—Demonstration Work Continues

"Good morning, ladies and gentlemen! It is now our pleasure to present to you 'Lamb Menus and Melodies,' a program brought to you each Tuesday and Thursday morning at this hour . . ."

With these words an announcer for the National Broadcasting Co. launched a chain broadcast in the interests of lamb over the company's networks at 10:30 o'clock Central Standard Time on the morning of January 21. The program will continue for ten weeks.

The chain broadcasting program is the newest addition to the National Lamb Campaign. Radio broadcasting is not new to the campaign, however, as a great deal of it is done regularly through the cooperation of a number of individual stations; but this is the first use of the chain. So far as known, this is the first chain broadcasting program sponsored by any livestock group.

Broadcast Covers Wide Area

The program is financed by the Colorado-Nebraska Lamb Feeders Association. It embraces eleven stations known as the blue net work and through these stations covers a wide area from the eastern seaboard to the Rocky Mountains with a specially intensive covering in the heavy consuming east.

The stations in the hook-up are: WJZ, New York City; WBZA, Boston; WBZ, Springfield, Mass.; WHAM, Rochester,

N. Y.; KDKA, Pittsburgh; WJR, Detroit; WLW, Cincinnati; KYW, Chicago; KWK, St. Louis; WREN, Kansas City; KFAB, Lincoln, Nebr.

A special evening program is also being

audience. Mrs. Gray is devoting one program weekly, that on Tuesday, to specific lamb recipes and many other helpful hints to show the practicability of lamb in the daily diet. In her Thursday talks she is centering attention on the Sunday dinner and in this connection assists her listeners in planning the entire dinner around the lamb dish.

The "melodies" portion of the program is supplied by that inimitable trio of songsters—Tom, Dick and Harry—well-known to the radio audience especially in the Middle West.

That the program has met with instant popular favor and is destined to create a new appreciation of lamb throughout the country, is shown by the early and gratifying response from the radio audience. This response has come largely as a result of the announcement by Mrs. Gray that a copy of the Lamb Menu Book

will be sent for the asking. Each mail is bringing hundreds of requests received by the National Broadcasting Co. offices and by the various stations in the hook-up. National Broadcasting Co. officials say that the returns are exceptionally large for so early a date.

Many Stations Distribute Lamb Menu Book

The Lamb Menu Book also is being given excellent distribution through a number of independent stations. In re-



CROON LAMB MELODIES

Pleasure and business are pretty well combined in the lives of "Tom, Dick and Harry", popular NBC vocal trio which adds musical color to the Lamb Menus and Melodies program with harmonious interpretations of popular song hits. Here they are enjoying a private musicale of their own, but they get even more "kick" out of grouping themselves around a studio microphone and singing for scores of thousands of appreciative listeners, as the program goes on the air on Tuesday and Thursday mornings, 10:30 and 10:45 Central Standard Time.

broadcast each Monday at 9:45 o'clock Mountain Time from Station KOA, Denver. This program was arranged independently because morning time was not available at the station to allow participation in the chain hook-up.

Noted Home Economist Featured

Featured on the chain broadcast is Mrs. Grace Viall Gray, nationally-known authority on dietetics and home economics, whose information on lamb is proving exceptionally popular with the radio

sponse to a recent offer to supply the stations with quantities of the book if they cared to announce it on the air, twenty-six stations have requested nearly 5,000 copies to take care of requests.

Dealer interest in the lamb broadcasts has been stimulated through articles in the meat trade journals and also through the distribution of placards calling attention to the program, which are suitable for display in the markets. These placards carry an invitation from the dealer to his customers to listen in on the broadcasts, thus tying the dealer closely to the program and affording him an excellent opportunity to "cash in" on the results. Several thousands of these placards have been sent to retailers throughout the country. The Institute of American Meat Packers and individual packers are giving every assistance in placing them in proper hands.

Demonstration Work at Top Speed

The national campaign which features the lamb cutting demonstration continued at top speed during the month of January. Ten cities were visited in that time and in every case the modern methods of cutting won high praise. Demonstrations were given before audiences of packers, retailers, housewives, students, business men's clubs and others, and in several instances local radio stations gladly granted time for broadcasting talks on lamb. The cities on the January itinerary were: Kalamazoo, Mich.; Battle Creek, Mich.; Syracuse, N. Y.; Detroit, Mich.; Lafayette, Ind.; Muncie, Ind.; Lexington, Ky.; Washington, D. C.; Johnstown, Pa.; Newcastle, Pa.

The February program opened with East Lansing, Mich., and will include Columbus, Ohio; Altoona, Pa.; Chicago, Ill.; Harrisburg, Pa.; Scranton, Pa.; Wilkes Barre, Pa.; and Bethlehem, Pa.

The itinerary for the months of March and April has just been completed and is announced as follows: Allentown, Pa., March 3, 4 and 5; Reading, Pa., March 6, 7 and 8; Chicago, Ill., March 10 to 15; Ithaca, N. Y., March 17 and 18; Utica, N. Y., March 20, 21 and 22; Burlington, Ia., March 24 and 25; Clinton, Iowa, March 26 and 27; Dubuque, Ia., March 28, 29 and 31; Waterloo, Iowa, April 1 and 2; Cedar Rapids, Iowa, April 3, 4

and 5; Des Moines, Iowa, April 7 and 8; Fort Dodge, Iowa, April 9 and 10; Mason City, Iowa, April 11 and 12; Council Bluffs, Iowa, April 14, 15 and 16; Sioux City, Iowa, April 17, 18 and 19; Ames, Iowa, April 21.



BROADCASTING LAMB TO THE NATION

Mrs. Grace Viall Gray, nationally-known home economist, who talks to housewives each Tuesday and Thursday over the networks of the National Broadcasting Co. in the program of Lamb Menus and Melodies. Mrs. Gray takes up all angles of the subject of lamb and points out the many possibilities of this meat commonly overlooked. The feature is on the air at 11:30 A. M. Eastern Standard Time or 10:30 A. M. Central Standard Time.

Colleges Join in Program

The work in Pennsylvania is being carried on in cooperation with Pennsylvania State College and in Iowa the extensive program will be under the leadership of the Livestock Extension Department, Iowa State College. Prof. C. W. McDonald in charge.

The National Live Stock and Meat Board recently received a request from Massachusetts Agricultural College to conduct an intensive lamb program throughout the state of Massachusetts. The request carried with it assurance of full cooperation by the college in arranging and carrying on the work.

The keen interest of the college and the extent of the program contemplated are

reflected in a letter to the Board from Prof. V. A. Rice of the Animal Husbandry Department, in which he says: "We will be happy to do everything possible to get the state well organized for such a campaign and you no doubt realize that we can reach four to five million people with very little traveling in the state of Massachusetts."

The Massachusetts request for lamb demonstrations is but one of many coming to the Board's office. Requests in fact have grown to such numbers during recent months of the campaign that it has become physically impossible to fill all of them with facilities that are available.

Letters Commend Lamb Program

These requests and the large number of commendatory letters received are proof in themselves of the increasing success of the program. Following are a few examples of recent letters:

"I wish to take this opportunity to tell you how much I enjoyed the lamb demonstration that you held recently at the Detroit Athletic Club. It was really a marvelous piece of work, and I was very much interested in having my chef, Mr. G. Garces, witness the demonstration."—Carl M. Snyder, Managing Director, Book-Cadillac Hotel, Detroit, Mich.

* * *

"Max Cullen's lamb cutting demonstration here last week was a knockout. We were greatly pleased with the demonstration and the results. A number of the city butchers sold more lamb over the week-end than they have sold in years, and I have heard several of them say they got a number of good ideas from this demonstration. I appreciate very much having Mr. Cullen present."—Prof. Claude Harper, Division of Animal Husbandry, Purdue University, Lafayette, Ind.

* * *

"We had the pleasure of having Mr. Max O. Cullen with us the past week, giving us a lamb cutting demonstration before the local butchers as well as before the high school students. We found him a very clever and instructive gentleman, giving us a splendid demonstration as well as a fine sales talk to the butchers, which we believe will help in the promotion of sale of lambs."—Manager, Armour and Company, New Castle, Pa.

An Examination of the Range Lamb Market in 1929

Market Runs and Prices—Progress in Distribution of Shipments—The Feeder Supply and Its Deposition—Slaughter Statistics

By K. H. Kittoe

THE 1929 summer and early fall lamb market presented a far different picture for the range grower than was the case in 1928. In fact, the market throughout all of the year just ended demonstrated that no two years run parallel in the sheep business. Rather, 1929 was the opposite of the preceding year in most respects.

Taking the year as a whole, it has been called the worst for the western flockmaster since the depression that followed the war. Nature, the market, and economic factors affecting it, all seemed lined up against the range man in 1929, excepting those who were fortunate enough to dispose of their stock while the early contracts were being written. A hard winter boosted feed costs and cut down the lamb crop in most sections. The wool market went into a slump early in the year and stayed there. Many also were deprived of the down payment from contracted lambs, since the demand for lambs on the range quieted down after the spring buying flurry which was interrupted by the drastic cut that fat lamb prices underwent at that time. A late spring was followed by a prolonged drought over a good part of the West during the summer and early fall months, which cut down weight of lambs marketed.

To top things off, the demand for breeding stock was slow in the range states and there was a tight money situation prevalent that made it difficult to finance operations in many instances.

Supplies and Prices

Taking the season as a whole, range lambs returned approximately \$1.50 less per hundredweight to the owner than had been the case during 1928. But, bad as the year may have seemed at first glance, it could have been worse under the circumstances.

Twenty markets of the country received more lambs during 1929 than in any other year since 1920 and slaughter of sheep and lambs under federal inspection was the heaviest in years; yet the

dressed markets held up under the increase remarkably well and enabled packers to pay prices for live animals that, while lower than the previous year, stacked up well alongside the average for the last ten years. The year opened with good feeling prevalent on every hand. Western Nebraska and Colorado feeders were making handsome profits on their operations as prices advanced steadily, not stopping until they arrived at a point within a dime of the near record peacetime prices of the year before.

First Californias, arriving on the crest of the advance, brought the highest prices in nine years. But the hope that such auspicious circumstances instilled in the minds of the range man was destined to dwindle steadily as the season for marketing his lambs approached and progressed.

The Spring Business

The only men who can look back upon the 1929 market with complete satisfaction are those feeders, and the owners of California spring lambs, who disposed of their product prior to the middle of May. For it was to them that the cream of the year's prices were paid. California lambs sold up to \$19.50, the highest since 1920, at Omaha, and fed lambs hovered around \$18.00 in April. Then came the break.

Nebraska and Colorado feeders, while doing a pretty good job of orderly marketing from day to day, had their sights set wrong. Too many of them, taking cognizance of the high finish of the previous fed lamb season, pointed their operations last winter and spring to the wind-up. As a result, the deluge that came out of their territory, along with the heaviest run of California spring lambs in history, brought about a steady decline in prices from the latter part of April that did not stop until prices had slipped back almost \$5 per hundredweight. The end of the fed season marked the low time, in contrast to the year before.

June saw more old-crop fed lambs on the market, competing with the early range lambs, than in several years past. While receipts of western lambs were lighter than in 1928 during that month, the unusual number of fed lambs still coming, together with heavy receipts of eastern lambs and a dull demand for dressed lamb, resulted in a continued break in prices. The decline lasted through July, a large contingent of range lambs that had been delayed by dry weather showing up at that time to depress the market. Late in July the dressed trade also cut a few capers that were detrimental to prices paid for live lambs.

The Fall Markets

By the time August rolled around the market had settled on a \$13.00@14.00 basis. Prices during that month and most of September were unusually stable, but late in September another break set in that put quotations on fat westerns down 75 cents @ \$1.00 more and October, which marks the virtual close of the range season, found them bringing \$12.25@13.25. Declines for the most part were extended over a period of weeks, daily fluctuations of as much as 50 cents being the exception. The week of June 24, when the market went off 50@75 cents; July 22, the worst of the entire range season; and that of September 30, when prices were hammered down 50 cents, were those in which the biggest losses were suffered. The break on Monday, June 24, could not have been attributed to heavy receipts of range lambs. But arrivals at New York and Jersey City were comparatively heavy on that date and the break at middle western markets evidently reflected the decline in the East.

Eastern Coast Affairs

It is difficult, however, to understand why prices went off still further later that week when New York and Jersey City showed a top price of \$15.00 on the following Friday, as reported by the U. S. Department of Agriculture, against one of \$13.25 on the 24th. Eleven markets

reported the lightest run of the month during that week and considerably less than had showed up during the corresponding period of 1928.

It is not so difficult to understand the break that set in on July 24 on the heels of an advance earlier in the month. But here again, New York and Jersey City dropped only 25 cents, all of that coming on Monday, while prices after that date showed no change at those points although western markets were in the throes of a \$1.25@1.60 decline. This loss, however, was the result of a combination of sharp breaks in the dressed trade and heavy range receipts. During the previous week eastern dressed lamb markets had gone off as much as three cents per pound. Delivery of range lambs to market was very erratic during July, and from the 22nd to the 27th, eleven markets of the country received 218,000 head. This was not abnormal, and had the dressed market been in healthy condition, the week could probably have passed without a ripple. The dressed trade was also largely responsible for the break of September 30 that disrupted an otherwise calm and peaceful month. Prices for dressed lamb went into another nosedive at that time and eastern receipts of live lambs were also liberal. The western growers might possibly be charged with contributing towards the break, since receipts were considerably heavier at that time than they had been earlier in the month, although not large for that time of the year at any of the western markets, either on September 30, or later in the week when prices were pared still further.

The Year's Distribution

Taking the season as a whole, market gluts were scarce. On but nine days out of the four-month period did Chicago, the so-called "key market", and Omaha have over 25,000 head on sale; Chicago had only two days with 30,000 head or better and Omaha three, one of those passing the 40,000 mark. Shipments into Denver were fairly well regulated until October, when over 800,000 head were shot into that market. About half of those were on through billing to feed lots but the run as reported nevertheless had a depressing influence upon eastern cen-

tres. So far as receipts and their effect upon prices were concerned, the weakest spot again appears to have been the last two weeks of September. Supplies at all principal markets jumped from 282,000 head the first week of that month to 418,000 head in the third week and 415,500 the last week. Had the heavy run of the last two weeks been spread out over the whole month, it is possible that the break of September 30 might have been alleviated, if not avoided.

This regulation of market receipts is a hard nut to crack when talking about range lambs. Nebraska and Colorado feeders can make some headway with an orderly marketing program. They are fairly well concentrated and can keep in close touch with one another. But, to adopt a similar arrangement in the shipment of range lambs is another story, with owners spread out over thirteen states as they are.

If all growers would top off flocks as early as possible, and market their lambs as they become fat, it would help to avoid the heavy run that always shows up after the middle of September.

Some improvement might also be brought about by following a plan similar to that announced last spring by a certain firm that made a business of shipping California lambs to eastern markets for the growers. That is, station a man at some strategic diversion point along the way, to keep in touch with the various markets and divert supplies in the manner deemed most advantageous to the shipper, according to conditions at the markets. After lambs once arrive at the feed station for a certain market it is largely up to the selling agent to determine the order in which they shall be offered for sale. His judgment in deciding whether it is wise to order lambs in on a certain day or hold them out can usually be relied upon.

Seasonal conditions are also a factor entering into the shipment of range lambs and one that can never be determined in advance. The order in which lambs have come to market out of the Northwest during the last two years is an example of the uncertainty of the range and the effect of weather upon the order of shipment. It would seem to the writer that the solu-

tion of this bugaboo question is up to the growers themselves. They know what they must overcome to regulate marketing and if their various leaders get together often enough and talk the proposition over, some good is bound to come of it. It will require time, though, as some plans that are tried will undoubtedly have to be discarded and the weeding out process continued until the right method is found. Nebraska and Colorado feeders have not reached perfection in marketing so far, but they are making progress and each step forward helps.

During the past season it did appear as if growers were trying especially to avoid congestion in receipts at Chicago. More lambs were diverted from that market and distributed among the river and other western points, apparently on the theory that if supplies at the big town were held down, prices would respond there, with a resultant buoyant influence upon other markets of the country.

Heavy Fall Shipping

Although the crop of range lambs was short in 1929, total marketings from the range states were heavier than in the preceding year. The explanation of this is twofold. First of all, more ewe lambs and breeding stock were shipped out this year because of the slow demand for them in the West, shortage of feed, and tight money, as well as forest fires in some sections of the Northwest. Secondly, more feeding lambs found their way into middle western lots via the market than during 1928. The government estimated a decrease of one per cent in the lamb crop of 1929 for the country as a whole but, due to unusual conditions which existed during the year, it will probably never be possible to check that estimate with any degree of accuracy, since more lambs actually arrived at market. The following table, showing the receipts of lambs by states during the four months of the range season at the five leading markets for range lambs during 1929 and 1928, shows a decrease of 180,000 head from 1928, or three per cent. It does not, however, show Sioux City and St. Paul receipts, and the increase at both of these markets, and some of the smaller markets over the country would offset the decrease shown:

Table 1

Total Receipts by States of Range Lambs at Omaha, Chicago, Kansas City, St. Joseph, and Denver, During Range Shipping Season July-October, 1929-28

State	July		August		September		October		Total Range Season	
	1929	1928	1929	1928	1929	1928	1929	1928	1929	1928
Arizona				587	132	5,577		7,535	132	13,699
California	1,082	1,576		4791		2,971		908	(*) 578,572	(*) 445,047
Colorado	22,945	57,651	55,619	76,706	259,380	327,075	574,780	658,769	912,727	1,120,201
Idaho	254,548	297,208	366,940	398,497	286,006	350,288	96,480	157,445	1,003,974	1,203,430
Montana	1,989	11,233	13,077	10,520	91,081	89,096	161,823	160,851	267,970	227,739
New Mexico	954	125	405	190	2,095	3,386	148,918	104,933	152,372	108,634
Nevada	3,965	17,516	7,391	19,495	30,255	45,783	20,192	8,109	61,803	90,903
Oregon	71,736	60,159	118,395	127,796	75,486	93,721	26,709	35,447	292,326	317,123
South Dakota	403		1,366	616	15,261	11,212	11,460	18,083	28,490	29,911
Texas	17,594	15,120	8,261	6,430	30,680	10,041	98,771	28,755	155,306	60,346
Utah	18,837	8,147	20,949	33,953	72,826	174,627	119,219	90,257	231,831	306,984
Washington	65,500	49,100	108,686	71,800	113,504	84,870	42,740	36,258	330,430	242,028
Wyoming	4,043	2,781	54,003	69,286	178,031	215,211	267,631	246,218	503,708	533,496
Total Months	463,596	520,616	755,092	820,667	1,154,737	1,413,850	1,568,723	1,553,568	4,519,639	4,699,541

(*) Total of California Shipments for Year, Alive and Dressed

The table shows that only four states increased their shipments to these five markets in the four months' period under examination, California, Montana, New Mexico, and Texas. The total arrivals were less than in 1928 by 3.8 per cent, but it is now evident that a much larger proportion than usual went out of the markets for feeding and to come back again in December and later months, though the extra number of feeders may be accounted for by supplies from Denver or by increased numbers shipped direct from range points to feeders.

During 1929 California shipped out the biggest lot of spring lambs in the history of that state—better than 575,000 head, of which all but 58,000 were alive. The increase in Texas lambs was due both to a larger number of ewes bred and a bigger percentage of lambs saved, that state being the only one to show an increase in the percent of lambs saved to ewes bred, according to government reports. The increase shown in the other states was due largely to reasons mentioned.

Another section of the country showing an increase in the number of sheep and lambs which it raises is that consisting of Minnesota and North and South Dakota. All three states are getting into the game on a basis not to be ignored, as witnessed during the past fall by receipts at St. Paul and Sioux City, where bulk of them find outlet. An increase in the crop of native lambs in the East was also conceded during 1929 and helped to swell the final figures, although to what extent it would be hard to say. The total, how-

ever, was not large enough to impair prices for range lambs seriously, although there were times during the summer months when an influx of off-quality natives acted as a damper on the trade as a whole. Usually such periods were of short duration. Packers deny that any great proportion of eastern native lambs are acquired in the country and point to the fact that many of them never get beyond the local slaughter houses.

Country Purchases

While they may have passed up the natives in the East, the big packers took on a goodly number of western range lambs direct, especially in California. The story of what happened to one of them who took on thousands of California lambs under contract early in 1929 has been told and retold so many times that there is no need to repeat it here. The others were in it, too, during 1929, competing with each other, and it will suffice to say in this survey that about the only ones who benefited by that competition were the growers. Procedure will likely be more cautious during 1930 as the result of the outcome of last spring's operations.

Another practice in which packers indulged more than usual during the past range season was that of purchasing lambs on the market as far west as Ogden and up in Montana, then shooting them direct into Chicago or the various river markets for slaughter. Directs bought in this manner have been charged with cutting competition for lambs at the middle western markets at times, to the detriment of lamb prices. It is doubtful, however,

if the method proved sufficiently profitable for packers to concentrate on it to any great extent. Too much can happen between the time of purchase and that of slaughter when going so far away from home for supplies, and the element of chance enters into the laid-down price in its relation to the market at that time. Should packers take on more lambs in this manner in the future, it would complicate still further the attempt by the growers to regulate supplies.

Everyone took a trimming at some time during 1929 and that includes the packer. He was caught between a supply of the poorest quality in several years on one hand, and a flighty dressed market on the other, especially during July and August. During the fed season packers complained loudly about the poor quality and unfinished condition shown by market receipts, but after the range lambs commenced to arrive, the memory of fed offerings seemed sweet in contrast, according to buyers.

Quality and Cheap Wool Lower Prices

Deficient range feed caused lambs to arrive from the West showing far below their usual quality. Comparatively low yields and grading resulted. Lambs that would grade out choice were few and far between and the word "prime" was almost forgotten during the range season. This condition, together with pelt credits that were as much as 40 per cent under the corresponding time of the preceding year, resulted in the statement by packers that, while their lambs were costing considerably less on the hoof than in 1928, the

Table 2
Feeder Lamb Shipments to Fifteen States in 1929 and 1928 from Omaha, Kansas City, Chicago, and St. Louis for
Four Months Period
(Compiled by Corn Belt Farm Dealers)

State	July		Aug.		Sept.		Oct.		State Totals, Mo.	
	1929	1928	1929	1928	1929	1928	1929	1928	1929	1928
Illinois	10,568	6,765	51,959	41,373	73,846	61,184	41,768	42,430	178,141	151,752
Indiana	7,350	2,699	33,691	18,989	33,729	31,969	28,625	15,424	103,395	69,081
Iowa	36,605	37,336	105,131	106,591	117,598	124,264	68,524	68,278	327,858	336,469
Kansas	2,464	7,666	7,588	16,936	13,423	20,712	14,802	29,633	38,277	74,947
Kentucky		3,573		126						3,699
Michigan	2,976	4,816	9,376	11,950	24,801	29,612	38,212	50,655	75,365	97,033
Minnesota	1,966		783	621	787	427	444	122	3,980	1,170
Missouri	3,150	3,153	10,464	16,998	13,691	31,558	19,597	24,599	46,902	76,308
Nebraska	30,630	23,008	80,091	63,392	134,768	159,796	122,761	94,383	368,250	340,579
New York	119	614	737		3,587	3,299	11,936	6,370	16,379	10,283
South Dakota	904	1,561	1,362	6,619	1,023	10,058	2,444	5,306	5,733	23,544
Virginia				338		120				458
Wisconsin						431	210		210	431
Wyoming		1,240				117				1,357
Ohio	150	149	2,837	281	9,393	2,552	21,819	4,993	34,199	7,975
Others	6,898	7,147	6,493	5,900	10,855	19,082	4,155	19,370	28,401	51,499
Total Months	103,780	99,727	310,515	290,114	437,501	495,181	375,297	361,561	1,227,093	1,246,583

actual dressed cost was higher. The proportion of feeders arriving from the West bears out their contention. During September and October it was not unusual to see only 10 to 15 per cent of range lambs on sale at river markets in killer flesh. For the season as a whole the proportion of fats did not average over 25 to 40 per cent.

Both the corn belt and the western feeders seemed to be in the market and in it strong. The fact that, for the first time in a number of years, both sections showed an increase in the number of lambs on feed as 1930 opened is proof of their buying power during the range season. Prices brought by feeding lambs on some occasions exceeded those which packers were willing to pay for fats, a condition that had been almost unnoticeable during the previous year. Neither did they show the same spread as fats for the two years, selling only 50@75 cents under 1928 market levels. A spread of \$12.00@13.25 took most feeders, with sales early in the season, while Californians were running up to \$14.50.

Corn belt feeders made money on their 1928 buy and came back hot in 1929, especially since they had plenty of feed and cattle looked high. Michigan, Missouri, and Kansas were the exceptions, drought conditions existing in these states, with a consequent decrease being shown in the number of lambs that they took. All other corn belt states took more lambs in 1929, Iowa and Nebraska alone tucking away well over a million head.

Table 2 shows the shipments of feeder lambs into all of the corn belt states from the four markets—Omaha, Chicago, Kansas City, and St. Louis. While a slight net loss for 1929 is shown in table 2, it covers only the months of July to October, with comparisons with 1928. A big increase in all states during November more than took up the slack.

Table 3 issued by the U. S. Department of Agriculture, shows shipments from twelve markets including Denver into seven states for five months ending in November.

which would indicate a reduction of about two per cent during the range season. This, in turn, would indicate a greater percentage of feeders, since total receipts were larger, which was the case.

Table 4 shows the number of sheep and lambs slaughtered in 1929 under federal inspection by the Bureau of Animal Industry at twenty leading market points, together with comparison of the total with that for 1928. Through the California Cooperative Crop Reporting Service, it is now possible to show total slaughter in San Francisco and Los Angeles districts.

Table 3
July to November Movement of Feeder Lambs Into Seven States from
Twelve Markets (1) in 1929, Compared to 1928 and 1927

Year	Iowa	Ill.	Mo.	Nebr.	Kansas	Ind.	Mich.	Totals
1927	340,822	147,311	192,408	616,760	163,718	111,348	91,605	1,663,972
1928	407,512	165,314	197,975	664,764	186,200	105,190	116,710	1,843,865
1929	488,313	185,400	153,279	688,599	156,585	129,514	94,550	1,896,240

Month of November:								
Year	Iowa	Ill.	Mo.	Nebr.	Kansas	Ind.	Mich.	Totals
1927	27,069	7,971	24,829	108,383	115,785	8,458	21,984	214,479
1928	30,946	8,250	27,549	163,172	23,520	8,996	16,722	279,155
1929	48,858	14,599	28,144	181,720	27,792	11,663	29,590	342,366

(1) Chicago, Kansas City, Omaha, East St. Louis, St. Joseph, Sioux City, St. Paul, Denver, Ft. Worth, Indianapolis, Oklahoma City, Wichita.

Lambs Slaughtered in 1929

Final figures on sheep and lambs slaughtered under federal inspection during 1929 showed a total of 14,023,362 head, an increase of 535,191 over 1928, or not quite four per cent. At the start of the real range season—July 1, the increase amounted to better than five per cent,

The California figures include federal, state, county and city inspections. The San Francisco figures are lower than those of ten years ago, due, it is explained by the Crop Reporting Service to the fact that a part of the large spring supply that formerly was dumped on the market is now moved to eastern points.

Table 4

Lambs Slaughtered Under Federal Inspection in Twenty Cities and Under all Forms of Inspection in California, in 1929 and 1928

Baltimore	20,205
Buffalo	93,499
Chicago	2,594,005
Cincinnati	68,157
Cleveland	131,768
Denver	201,247
Detroit	143,620
Fort Worth	276,541
Indianapolis	68,095
Kansas City	1,326,223
Milwaukee	66,464
National Stock Yards	348,790
New York	2,439,422
Omaha	1,669,151
Philadelphia	193,247
St. Louis	65,659
Sioux City	598,357
South St. Joseph	1,164,227
South St. Paul	571,206
Wichita	84,221
All Other Establishments	1,899,258
Total 1929	14,023,362
Total 1928	13,486,171
California	
San Francisco District	791,000
Los Angeles District	741,000
Other State Inspected	190,000
Shipped out of State	58,000
Total 1929	1,780,000
Total 1928	1,653,000

As 1930 gets under way, thoughts turn to another season, not far ahead. Already reports of a fine lamb crop emanate from California, while much-needed rains have improved the feed prospects immensely out there. It is probable, however, that other range states will turn up at market with fewer lambs during the coming summer and fall; at least with no more than in 1928.

If the wool market picks up, lamb prices should be more favorable to the grower, as it was the dull trade in wool that acted as the chief drag on the market during 1929.

Vigorous publicity work is being planned to bring the desirability of lamb as a meat before the consumer, and by the time range lambs start coming to market, business conditions should be past the present period of depression.

It won't be long now until we'll be speculating over the new crop of lambs, and what will happen to them in the way of price. That is one good thing about this business—time flies, and last year is soon forgotten in the rush of planning for the season ahead.

A Surviving Old Custom Woolen Mill

THROUGH the courtesy of the Textile World's editors we are pleased to reproduce a cut of the Bear Creek Woolen Mill, an old-time custom mill which still stands in Iowa near the Minnesota border.

At one time in the long ago the country was dotted with such mills, very useful in their time to the communities which they served; but owing to a growing use of steam and electricity which brought with them larger plants as well as finer products, they, having performed their mission in the development of the country, have

bring, in the same load, wheat to be ground into flour and wool to be spun into yarn.

"Cities and railroads were far from the prairie farmers west of the Mississippi those days, and the little woolen mills were the sole source of supply for yarn for stockings, mittens and comforters to keep the family warm in their cabin homes through the severe winters.

"Now these woolen mills are only memories. Most of them were abandoned so long ago that the present generation



BEAR CREEK WOOLEN MILL

been abandoned or turned to other uses.

As a relic of the past, a cut of this mill will be welcomed by those who are interested in the historical development of the domestic wool manufacture and it will show how tenaciously the owners of this mill have struggled against the adverse currents of the times which have made the survival of such mills impossible, except in very rare instances.

Under a date line of McGregor, Iowa, the following text accompanied the cut:

"Last of the little custom woolen mills of the Upper Mississippi Valley is N. N. Folkedahl's mill on Bear Creek close up the Minnesota border in northeastern Iowa. Sixty years ago these small water-power woolen mills were almost as common along the streams of Iowa and Minnesota as the grist mills. Often the grist and woolen mills would be turned by the same water power, and the settler would

never saw them, yet this single one on Bear Creek keeps right on running. In fact, it has never been out of operation. Perhaps it is because the country round is rough and the region sparsely settled compared to the most of Iowa and Minnesota. It is a good sheep country, and nearly every farm has a little flock. But doubtless, the real reason is that, in the comparative isolation the farm mothers have held more tenaciously than they have in better settled, farm neighborhoods to the old tradition that they want their yarn from their own wool.

"The Bear Creek Mill was founded in 1877 by John Monroe, a Scotchman who had learned the spinning trade in England. He lived only three years after he had built the mill, and lies buried on the hill above it. A son carried on the spinning business for some time after the father's death. Then it was bought by

the present owner, who had been an employee of the Monroes.

"The building on the bank of the creek is of rough rock, quarried nearby. The rude exterior little prepares one for the amount of good machinery housed inside. Mr. Folkedahl works alone, except for occasional help from his two sons. Quilt, bedding and knitting yarns are made. The mill runs the year round. The clear, swift waters of Bear Creek come down a short sluice to turn a turbine and provide power to run the machinery.

"Nearby is the comfortable farm home and round about corn and grain fields and

pasture, for Mr. Folkedahl is farmer, as well as miller. His carding and spinning goes on in an agricultural setting, so common in Europe, where so often an industry is carried on either under the same roof, or within the shadow of the farm house.

"Though the major part of Mr. Folkedahl's business comes from the farms of northeastern Iowa and southwestern Minnesota, he often has wool sent him from the Dakotas, and has had shipments from California and Tennessee."

(Reprinted from the July, 1929, Bulletin of National Association of Wool Manufacturers.)

Convention of American National Live Stock Association

Denver, Colorado, January 16, 17, 18.

THE three topics that aroused most interest and discussion at the thirty-third annual convention of the American National Live Stock Association were the Federal Farm Board and its marketing plan, the public domain, and the advertising of beef.

Mr. C. B. Denman, livestock representative on the Federal Farm Board, and J. H. Mercer, president of the Kansas State Livestock Association, were the principal speakers on the first subject. Mr. Denman presented in detail the work of the Board and the machinery that is being set up for marketing livestock. Mr. Mercer placed a different interpretation on the Farm Relief Act from that given by Mr. Denman and maintained that by utilization of the best parts of the existing marketing agencies, "the Board will operate under a more satisfactory and more effective scheme of cooperative marketing." The convention, by resolution, approved the policies of the Federal Farm Board as outlined by Mr. Denman and urged "member organizations and individual members of this association to support the program of the Farm Board, and to take such steps as are necessary to participate in its plans for the orderly marketing of livestock and livestock products."

The Hon. Joseph M. Dixon, assistant to the Secretary of the Interior, presented the public domain question. He urged the acceptance by the states of the public domain with the surface rights only as at present proposed, declaring that the reclamation program could not be carried out if the mineral rights were also ceded to the states. The cattlemen, however, decided to ask Congress "to enact such legislation as may be necessary to cede these unappropriated public lands to the said states without reservation." They expressed their appreciation of the value of the President's Public Land Commission and urged the immediate passage of the appropriation measure now before Congress that its work may be advanced.

The beef advertising work was reviewed by R. C. Pollock, general manager of the National Live Stock and Meat Board, and Charles D. Carey, chairman of that Board, and a beef cutting demonstration was given by D. W. Hartzell.

President Victor Culberson's annual address told of the past year in the industry and emphasized the desirability of uniform grades and the stamping of beef, also, the need for continuing the beef publicity program.

Other speakers were: A. C. Williams of the Federal Farm Loan Board; Stanley P. Young, in charge of the predatory animal and rodent control work of the Biological Survey; Roy M. Hagen,

managing director of the Western Cattle Marketing Association, C. E. Blaine of Phoenix, traffic counsel for the association; and President J. S. Pyeatt of the D. & R. G. Railroad.

Mr. Culberson will continue as president of the cattlemen's organization during 1930, with H. G. Boice as first vice president, and F. E. Mollin as secretary-treasurer.

Resolutions

In addition to the resolutions on public lands and livestock marketing outlined above, the American National took action on other matters, as follows:

On tariff, specific duties of 2½ cents a pound on cattle weighing up to 700 pounds and 3 cents a pound on those over that weight; not less than 6 cents a pound on fresh and canned beef; and 6 cents a pound on green and 10 cents a pound on dry hides are to be sought. The ten-year predatory animal program was endorsed; increased appropriations for the study of livestock diseases asked for; the repeal of Section 15-a of the Interstate Commerce Act and an amendment to Section 19-a of the act to provide for bringing the valuation of railroad property down to date asked for; Great Lakes-Deep Sea Waterway project endorsed; also the Federal Intermediate Credit Bank system; the limiting of immigration of Mexican labor opposed; modification of Packers' Consent Decree was favored; appropriation of adequate funds to extend government grading of beef and the establishment of uniform grades of beef urged. A levy of 25 cents per car on carload lots of cattle and one cent per head on less-than-carload lots for the work of the National Live Stock and Meat Board was authorized, and a committee is to be appointed to take steps to provide for the enactment of a uniform chattel-mortgage law in the several western states.

THE GOLDEN FLEECE FABRIC AND FASHION REVUE

ON the opposite page are pictured some of the garments shown at the Golden Fleece Fabric and Fashion Revue, which was held at the Ritz-Carlton Hotel, New York City, during the week of January 6. This is the second revue to be staged by the Wool Institute, Inc., the first one being produced last year at about the same time. The purpose of these shows is to bring before the different branches of the industry and the public generally, the latest designs in woolen and worsted fabrics and garments, and to obtain recognition of their place in the wardrobe of the well-dressed woman and child.

Seen at the Golden Fleece Fabric and Fashion Revue



A Coat Dress of Fine Covert Cloth—
Ideal for Travel.

A Gay Beach Costume with Full Skirt of Paisley
Challis, Worn by the College Girl.

A Chic Slightly-Fitted Sport Suit of
Soft White Woolen Fabric, Worn
with Delicate Pink Blouse.



Polo Coat—Green and
White Raindrop with
Beige Galyak Collar,
Suitable for Town or
Country Wear.

Strictly Tailored Gown
for the Professional
Woman. Developed in
Light-weight Mannish
Worsted.

A Jay Thorpe Imported
Model Made of Natural
Worumbo Camel's Hair
Polo Cloth.

A Three-Piece Ensemble
Worn by the College
Girl. Developed in
Green Wool Crepe.

Highly Suitable for
Sport Wear. Of the
Soft Woolen Coating
Fabric "Kashrand."

AROUND THE RANGE COUNTRY

THE notes on weather conditions appearing under the names of the various states are furnished by J. Cecil Alter of the U. S. Weather Bureau, and based upon reports and publications of that bureau for the month of January.

The Wool Grower welcomes and desires communications from interested readers in any part of the country for this department of the Wool Grower and also invites comment and opinions upon questions relating to the sheep industry and statements of occurrences of importance and significance to wool growers.

WYOMING

Severely cold weather, with temperatures 40 to 50 degrees below zero, occurred, the cold spell continuing through much of the month. Snow was from four to six inches deep over the state most of the time. Livestock suffered considerably, and shrank more or less, although no important losses were reported. Most ranges were closed and feeding was heavy through the month.

Baggs

At present (January 25) the weather is very severe. The ground is covered with eight to ten inches of snow, which has drifted badly all along the Wyoming-Colorado line from south of Rock Springs to the Little Snake River below Baggs. On three different occasions the thermometer has reached 56 degrees below.

Condition of the sheep on ranges is very good, but the cold weather has driven all stock either to feeding corn or cake or coming into Snake River to feed hay. Feed on the ranges has been all gone over and the small, choice feeds eaten. About 10 per cent of the sheep are fed on the ranches in this country and the rest are fed corn or cake from one to two months nearly every winter.

There is a marked absence of ewe lambs kept by the range men this year; flocks on the average are somewhat smaller, owing to the severe winter of 1928-29 and the light lamb crop.

Leland Ray Smith

MONTANA

Record-breaking protracted cold weather occurred, with a considerable amount of snow pretty generally over the state. Feed supplies were heavily drawn on, but remained ample. Livestock are mostly doing fairly well, but range horses have suffered considerably. Very few cattle or sheep are on open ranges without supplementary feed.

Bozeman

The first six days of January brought fair weather, but since then it has been subnormal, zero and below to 30 degrees, with wind and storms and drifting snows. The winter range is not very good, as the hot dry weather last year shortened it. Around Bozeman about 90 per cent of the sheep are fed during the winter; near Emigrant, only 50 per cent. No unusual amount of feeding has been necessary so far, but hay was and is from \$3 to \$5 a ton higher than normally. They asked \$15 for alfalfa hay in the stack; some sold at \$12 and now they are asking \$10. For baled alfalfa, delivered, they are asking \$12.50 to \$13.50 a ton.

There is a slight increase in the ewe bands of this section.

Sentiment of growers is favorable to the new wool marketing arrangement.

T. B. Story

OREGON

Subnormal temperatures prevailed pretty well through the entire month, being the longest severe cold spell in sixty-two years. The ground is bare in most southwestern valleys, but the rest of the state is still under snow. No pasturage is therefore available, and some loss of early lambs is reported. All livestock are on feed.

Enterprise

We have had good weather until recently; have some snow now (January 22). No losses to speak of have been reported and there is plenty of hay in this valley at \$12 a ton. Baled alfalfa hay is quoted at \$17.50 aboard car. About half of the sheep are fed in this district.

I have not heard the new wool selling

plan discussed very much, but do not think the majority of growers favor it.

J. A. Eggleston & Son

IDAHO

Rigorous winter weather prevailed, with temperatures far below normal everywhere. Pastures and ranges were more or less deeply snow covered, and practically all livestock were on full feed. Consequently cattle and sheep are reported to be doing well. Some shed lambing was reported, with no losses. Some record breaking temperatures occurred, and in places snow cover was unusually deep.

WASHINGTON

Record-breaking or record-equaling cold weather has occurred in some sections, and extremely cold weather in all sections during the month. The south half of the state has a good snow cover, but there is much bare ground north of Snake River, endangering much of the grain crop. Heavy livestock feeding has been necessary and milk production has decreased. Livestock are in fair to good shape.

Goldendale

January has been a month of extremely cold weather and more snow than usual. All of our sheep are fed, on an average, about two months during the winter. This season our expense for feed is about 20 per cent above normal. Alfalfa hay in the stack is costing us \$18; baled and delivered, \$25.

The ewe bands are about a third smaller than a year ago.

G. O. Jackson

NEVADA

Cold, snowy, and inclement weather prevailed, closing most of the northern range areas with snow, and necessitating full rations of feed for all livestock. Other animals remote from feed on the range have suffered some, and a few losses were reported. But generally conditions were not serious, as cattle and sheep were in pretty good shape when the bad weather came.

UTAH

This was one of the coldest, stormiest Januaries in many years, with comparatively deep snow on the ground through most of the month. Livestock in feed yards consumed large quantities of feed, but hay and other feed stuffs were plentiful. Range livestock suffered more or less, some of them showing an appreciable depreciation, and a very few losses were reported. Fortunately December had been fine, and livestock were not badly run down when this severe weather came, and most flocks and herds are still in fairly good shape.

Escalante

Snow is reported on the Escalante descent from 12 to 16 inches deep and drifting badly (January 23); no great losses, however. Locally we have had cold and cloudy weather and some snow. All of our sheep run on the range the entire winter.

I have talked with a number of the sheepmen in this locality, and, from what information they are able to get, they express themselves as very much interested in the new wool marketing plan.

Spencer Lester

COLORADO

Moderately cold weather prevailed with a great deal of snow throughout all sections. Snow was too deep for livestock grazing, and heavy feeding failed to prevent a notable shrinkage because of the continued cold weather. However no important losses occurred, as livestock had thus far been in pretty good shape.

Fruita

It has been quite cold during the past few weeks; also, lots of snow. Sheep losses have not been so large as last year's. The range is just fair; we are feeding oil cake and hay. Stacked hay is \$10 a ton.

Wool growers are favorable to the new wool marketing plan.

Mrs. Dale Mitchell

Craig

Up to January 18 the weather was very mild, but since then it has been severe, and feed on the range, though fair, is entirely covered, except the sagebrush. Although we have not done much feeding up to the present (January 23), it looks

as if it will be heavy from now on. Alfalfa hay in the stack can be purchased at \$12 a ton.

We will lamb about the same number of ewes this year as in 1929; we were only able to keep about half as many ewe lambs for flock replenishment last year as in the previous season.

At present there has not been much talk about the National Wool Marketing Corporation and the opportunity it offers to growers for selling their wool. Growers in Moffat County are very poorly organized.

Leland Roy

Saguache

Rough wind, several light snows, no extreme cold or deep snows—such is the weather record for January. There is very little winter range here, but what there is is better than usual. Losses have been light so far and there will be plenty of hay as fall pastures and weather were extra good. We are now paying \$10 for good native hay. About 75 per cent of our sheep are fed all winter.

The number of ewes to lamb this spring will be under that of a year ago.

We still have plenty of coyotes though fur hunters and government men have cleaned up a good many of them.

Ewes are selling about \$2 a head cheaper than a year ago and some sheepmen have quit business on account of the low price of wool.

Wm. Hagen

NEW MEXICO

Stormy weather continued through much of the month, and the weather was moderately cold, with a snow layer fairly general over the state most of the time, which disappeared from all the lower country during the last week. Livestock are mostly in fair to good condition, and few losses occurred. Pastures and ranges are mostly good, but are needing moisture in the southern portion.

CALIFORNIA

Temperatures were somewhat below normal, and there were numerous showers, providing ample moisture everywhere. Pastures have made a fairly good growth, and livestock as a rule are doing fairly well. Killing frosts occurred fairly

generally in northern California after the middle of the month. Since that time pastures and ranges have made a gradual improvement.

Bakersfield

January was a month of fogs and showers, with feed conditions bad. About one-fourth of our stock sheep are fed all winter under normal conditions; this year the feeding expense will be greater. Alfalfa hay is selling (January 22) at \$22 in the stack; \$30 baled.

Our lambing bands are about the same size as usual.

Wool growers are very hopeful about the new wool marketing plan.

J. N. Craig

Lodi

This has been a hard winter on the hay mow; no rains here until December 12 and cold weather has kept the feed back. However, the sheep have come through in good shape. January brought some rain and on the 12th there was an inch of snow. We estimate winter feed at about 75 per cent of normal. Our sheep are barn-fed once a day and are on the range the rest of the day. There have been fewer losses this winter, but feed expense has been much greater. Alfalfa hay, baled and delivered, is \$26 a ton.

ARIZONA

This was generally an encouraging month for livestock men in the state. Precipitation in the form of rain and snow was ample, and general, providing plenty of moisture and thus forage continued fairly good. Snow and cold weather brought some stock to a standstill, but the snow soon melted and conditions are now generally satisfactory. The snow had covered the range, necessitating temporary subsistence on browse.

WESTERN TEXAS

Abnormally cold weather prevailed, with more or less snowfall on the ranges of most of the area. But toward the close mild weather carried most of the snow away, leaving moisture conditions satisfactory, and livestock in pretty good shape. A very few losses occurred during the inclement weather in sections where livestock were thin, from previous poor ranges.

Australian Government Stops Export Merino Stud Sheep

By A. C. Mills

Melbourne, December 16, 1929
THE newly elected federal government has lost little time in making its presence felt in the sheep industry, one of its first executive actions being to issue a proclamation prohibiting the export of stud sheep from Australia without the consent of the Minister for Trade and Customs. Though there has been an agitation against the export of Merino studs it is doubtful if anybody expected the Ministry to take such a drastic step without consulting breeders. The embargo fell as a bolt from the blue, so much that it has necessitated the cancellation of contracts for some large shipments to South Africa. What is perhaps more remarkable is that the proclamation came into force two hours after some 5000 Merinos had been shipped to Russia. True, they were mostly flock ewes, but the consignment also included some rams. The Minister acknowledges that he knew the sheep were going and made no effort to stop them because they were flock and not stud ewes. He said in almost the same breath that a consignment of 500 studs had been prevented from leaving Australia for Durban.

The position arising from the embargo, so far as it affects stud breeders, has been well summed up by Mr. Hawker, a member of the House of Representatives and himself a large breeder in South Australia. He points out that the Ministry is preventing the export of sheep sold months ago in the normal course of trade, and thus causing great hardship to breeders in the drought-stricken areas who had found it extremely difficult to sell their sheep in the last year or two. Some breeders who had been suffering severely from drought would be put to considerable expense in holding their sheep. In addition, they would have the risk of overcrowding on poor pastures. "I think," said Mr. Hawker, "that it is a clear case of well-meaning ignorance leading to brutal injustice, which will cause serious injury to men already overwhelmed by drought conditions."

According to official returns a total of 22,511 sheep, valued at \$1,945,215, have

been exported from Australia during the last ten years. Exports in the twelve months ended June 30, 1929, totaled 3780 head, of which 2031 were shipped to Russia, 799 to South Africa, 362 to New Zealand, 340 to Japan and 208 to France or French Colonies. The shipments to New Zealand and Japan have been almost entirely confined to British breeds or Corriedales, and it is understood there will be no difficulty in obtaining permission for those to continue. The government has stated more than once that the object of the proclamation is to give the Ministry power to protect the fine wool industry.

The heavy offerings of sheep and lambs in the Melbourne and Sydney yards, which were a feature of the livestock markets in October and November, have continued pretty well up to the date of closing this letter. Fortunately packers have been able to buy large numbers of fat, which has saved prices from slumping. The freezing companies have been paying 10 cents to 10½ cents a pound, dressed weight, for prime light weight lambs, 8½ cents to 9½ cents for heavies and to 9 cents for second grades, while ewe mutton has been costing 4 cents to 5 cents and wether 5 cents to 6 cents per pound. The extent of their operations may be gauged when it is mentioned that over 1,000,000 lambs and 280,000 sheep were submitted for federal inspection and slaughtered for export in October and November. Yardings are expected to ease off somewhat after this week, but they will probably continue above normal for some little time, owing to the scarcity of feed in many important sheep raising districts. This scarcity is naturally reflected in the store stock markets, wethers and breeders being difficult to sell at a decent price. I have recently heard of instances in the dry areas where owners have not been able to get \$1.20 a head for full-mouth Merino wethers, October shorn.

The wool market, both in Australia and New Zealand, has eased a little during the first half of December. Current quotations for all descriptions except, perhaps, specially high-class fine free lines

such as are produced on a few properties in the New England districts of New South Wales, are down five to seven and one-half per cent on the best November rates. Buying is still general, the Continent being the backbone of the market. Japan is not operating quite so freely as earlier in the season but remains an important factor in the position. The United States is lifting but little of the staple and Russia is purchasing intermittently.

From figures supplied by the National Council of Wool Selling Brokers the average per pound for all the wool sold in Australian centres from July 1 to November 30 of last year was 22.34 cents, as compared with 33.98 cents for the corresponding period of 1928. This represents a decrease of 34.25 per cent as compared with 34.82 per cent at the end of October, the progressive improvement anticipated in view of better class wools coming on to the market being not so pronounced as had been expected, and serves to indicate the easier trend of values.

It was agreed when the estimate of the wool clip of 1929-30 was furnished in June last, that such would be reviewed at the end of November. This has now been carried out, and it has been announced by the two bodies concerned, viz., the Australian Woolgrowers' Council and the National Council of Wool-selling Brokers of Australia, that it is not considered advisable to make any alteration, though probably there may be a reduction of approximately 50,000 bales. It is also announced that the weight of the bale as compared with the season 1928-29 will be approximately 10 pounds less. The original estimate of the wool to be received into brokers' stores in the Commonwealth during 1929-30 season was 2,585,000 bales. In addition to this wool, it was estimated that there would be approximately 258,000 bales, inclusive of skins, which would not pass through brokers' hands. Thus the total estimate of the clip for 1929-30 is 2,793,000 bales, which in many quarters is thought to be an optimistic one. Quite possibly, however, figures available in the commence-

(Continued on page 43)

THE JANUARY STATE CONVENTIONS

A record of unusual accomplishment and assurance of still farther reaching results now to be obtained through organization;—such is the essence and keynote of five conventions held last month by the wool growers' associations of Idaho, Washington, Oregon, Utah and Montana. These were held in the order named, commencing on January 9, at Idaho Falls, and closing on January 24 with the Montana convention at Helena.

The attendance was above the average in every state and in Montana, despite a long, cold spell, over one thousand wool growers were in town and all of them at each of the four convention sessions. In the other states good winter weather prevailed. Sheep are wintering in good shape. Last year's reverses in the markets are keenly felt, but a constructive optimism is prevalent, and the wool growers are alert to do everything possible to curtail expenses. In the main, however, it is felt that most can be accomplished by improving yields and quality of lambs and wool and by re-organizing marketing, particularly of wool, to create and maintain better market conditions for the benefit of the producers.

The objects and operating methods of the National Wool Marketing Corporation were the subjects of inquiry and discussion everywhere. A few representatives of wool dealing concerns were on hand, apparently only for the purpose of securing information as to the probable condition of the coming clip and the growers' ideas as to price. No offers were made by dealers. Neither was much activity reported in lamb contracting until Oregon was reached. The K. G. Warner lambs were contracted just before the convention at The Dalles at ten and one-half cents, delivery to be made in July and Sep-

tember. The Warner lambs are all whitefaces, sired by Lincoln rams and out of fine wool ewes, and usually carry only twenty per cent of feeders when shipped, the main part being killers. The various programs had been arranged in the expectation that tariff matters would be reported and explained by President Hagenbarth. Byron Wilson was also to have spoken upon the National Wool Marketing Corporation, but was delayed by corporation matters before the Federal Farm Board at Washington, and was able to reach only the Montana meeting. President Hagenbarth presented the wool marketing plan to the Utah convention on January 22. At Idaho the plan was discussed by Secretaries Hooper and Marshall. In the other states the national secretary spoke on wool marketing and also upon the tariff, the lamb campaign and other work of the National Association.

All presidents and secretaries were re-elected and in nearly every case the old vice presidents and directors were continued in office.

The public domain question, while much talked of, received lengthy consideration on the floor only at Utah. The action taken is reported in full in the Utah report. In other states the matter was discussed fully by committees. Oregon and Montana favored transfer to the states but included some important modifications or stipulations as shown in the separate reports for those states.

Shearing rates were the subject of action in all the states except Utah where no definite rate was stipulated. A maximum rate of 12 cents per head, with board, was favored everywhere, and such an agreement was signed by 80 per cent of the owners attending at Idaho Falls.

IDAHO

Idaho Falls, January 9-10-11

SHED lambing engages a good many Idaho sheepmen in January and it is desirable to attend to association business and to hold the convention early in that month. The thirty-seventh annual convention was held in eastern Idaho this year and a large attendance from all parts of the state was on hand, over 500 being in the hall at the opening session at the court room on the morning of January 10.

The Idaho organization is peculiar, or perhaps more successful than others, in getting active participation of members in association projects. Ten men do real work through the year and in advance of the convention as chairmen of permanent committees on Forest, Range and Public Land, (T. C. Bacon); Cost of Production, (Arthur H. Caine); Taxes, (H.

L. Finch); Wool Marketing, (S. W. McClure); Lamb Marketing, (Chas. Abbott); Freight Rates, Stockyards, and Transportation (Martin Curran); Predatory Animals (D. J. Lau); Shearing, Labor and Hay (F. S. Gedney); Driveways, (W. H. Philbrick); Sheep Improvement and Ram Sale, (R. S. Blastock). They are assisted at convention and other times by the other members of their committees. Mrs. Emma Yearian was chairman of the committee on general resolutions.

All committees met on the evening of January 9, there being no regular convention sessions on that day. The first committee sessions are open ones, and members having matters to report to the association or suggestions as to resolutions or other association action, make their

statements, following which the chairmen and regular members prepare their reports. Some of the committees request attendance of other parties. Chairman Curran reported that his committee had discussed stockyards matters with representatives of the Union Pacific Railway and received assurance that alterations desired by members would be completed for handling this year's shipments.

Public Lands:

The committee report adopted by the convention recommended that "no further laws pertaining to the public domain in general be enacted until the report of the President's commission is made public and opportunity is given to study the question further in light of that report to the end that the best possible solution for all interested be obtained."

Cost of Production:

W. R. Barber, who has done notably good work in the study of production costs in Idaho was prevented by illness from preparing 1929 data for presentation to the convention. The new chairman of this committee, Arthur H. Caine, will assemble the data and prepare it for publication in the association's regular bulletin.

Taxes:

Chairman H. L. Finch reported for this committee that the Idaho assessors in a recent meeting had voted to reduce sheep assessed values to \$6 per head on ewes and \$5 on ewe lambs. While this action was helpful it was felt that sheep were still over-assessed inasmuch as the new valuation represented over 60 per cent of the actual cash values while the general run of property in the state is being reported as carried on the tax rolls at about 40 per cent of its value. It was further reported that a reduction of \$1.00 per acre had been made in the assessed value of grazing lands in some parts of the state, but that most of these lands are still assessed at twice the amount of their actual value. The association will endeavor to have these assessments adjusted.

Freight Rates and Stockyards:

The association endorsed and approved the action of its officers and the officers of the National Association in connection with I.C.C. Docket 17000, Part 9. Chairman Curran reported his committee's strong recommendation for more active cooperation between the shippers and the railroads, particularly that shippers should sign releases to permit carriers to run 36 hours to reach feed stations; also, that shippers should be more careful in notifying the railroads as to change of destination of their shipments and in cases where stock will not be loaded at the time for which cars were ordered. The Union Pacific officials had agreed with the committee that a larger number of covered unloading chutes would be provided at the Laramie Stockyards.

Shearing, Labor and Hay:

Chairman Gedney reported the committee's recommendation for establishment of the 1930 price for shearing on the basis of not over 12 cents per head with board. Members also were urged in

the committee report to hold herder and camp tender wages at levels consistent with present markets.

Driveways:

The convention adopted a committee report in favor of giving the State Department of Public Works authority to acquire right of ways to be used as permanent livestock driveways, thereby eliminating the moving of livestock on present highways, and calling for the formulation of rules and regulations to govern the use of state roads as livestock driveways.

Lamb Marketing:

The position of the Idaho Association was reaffirmed on the matter of publication of fair freight rates for Idaho lambs going to Pacific Coast markets over the Wells cutoff; request for the modification of the Packers' Consent Decree to remove packers' inability to enter the retail business was renewed and reaffirmed. There was also approval for the plan of advancing to 25 cents per car the collections from shippers for support of the work of the National Livestock and Meat Board; association officers were requested to have representatives in attendance at meetings of farm flock owners and to secure cooperation of individual farmers and farmer wool and lamb pools in the marketing undertakings of the association.

Predatory Animals:

J. L. Driscoll, chairman of the State Sheep Commission and Predatory Animal Board, distributed and explained the printed report of this joint Board for last year. This concise report of sixteen pages will interest associations and individuals in other states and can be obtained by addressing the Board at Boise, Idaho. It deals with sheep scab, foot rot, lip and leg ulcerations, internal and external parasites, liver fluke and lung worms. The health of Idaho sheep is generally excellent, no contagious ailments being present in the state. The eradication of scab and the inspection of sheep coming from other states has been handled by the Board under the support of a mill tax fund which, as shown by the report, yields about \$10,000 per year and an appropriation of about the same amount from the legislature. It was also shown by the re-

port that the 5 mill levy assessed upon sheep for predatory animal control yielded \$31,414 last year. There was discussion of adjustments needed in connection with the expenditure of these funds in the counties in which raised. Owners of sheep grazed away from the home country during part of the year find the expenditure permitted for such counties insufficient in some cases to protect the flocks properly. A total of over 13,000 coyotes, bobcats and cougars was reported as having been killed under the year's expenditure of \$46,332.00.

Wool Marketing:

The report of the committee on wool marketing which was presented by Chairman S. W. McClure was a most concise and complete statement of wool marketing affairs and presentation of the need and opportunity for the work of the new National Wool Marketing Corporation. This report appears on page 29.

General Resolutions:

The report of the committee on general resolutions urged that Congress should take early action to pass the tariff bill now under discussion, to retain the Senate amendments to the wool paragraphs and thanked Senators Borah and Thomas for their interest and support in this connection; urged the Bureau of Animal Industry to conduct scientific investigation in Idaho upon sheep diseases and particularly upon internal parasites; approved an increase from \$150 to \$250 in the amount of reward offered by the association for information leading to the arrest and conviction of anyone stealing sheep, pelts or wool owned by association members; called for the appointment of a joint committee of the wool growers' and cattle growers' associations to confer with range organizations in an attempt to reach a solution of state range and water shed problems.

Entertainment

The banquet on Friday was under the direction of Toastmaster J. H. Peterson of Pocatello. Excellent music and singing were provided, with the entertainment features reaching a climax in the appearance in a number of dances of Miss

IDAHO GROWERS ENDORSE WOOL PLAN

ATTITUDE of wool growers toward the National Wool Marketing Corporation was well expressed in the resolution adopted on January 10, by the Idaho convention. The wool marketing committee of the Idaho Association had as its chairman Dr. S. W. McClure, who as former secretary of the National Association made a complete study of wool marketing and in recent years, as a ranchman, has continued to be a careful observer and deep student of this old and important subject.

The Idaho resolution was the first to be adopted in a state convention this year and it was largely followed by wool marketing committees in some of the other states. The resolution and report is as follows:

"The marketing of wool has been a subject of controversy from the time the industry was first established in the United States. It has been the chief subject of discussion at wool growers' conventions for more than a quarter of a century. None of our producers seem to be satisfied with the present system, nor is it entirely satisfactory to the manufacturers of wool. If anyone is satisfied with the system at all, it is the dealer, for it is the system which he established for us, as a result of our failure to establish a system of our own. No one understands how all this confusion should exist in our method of marketing wool, for as a raw material, wool lends itself to orderly marketing better than any other agricultural crop. Wool is not perishable, it is not damaged by age, its grades are well defined, and its shrinkage easily determined. These factors make it a commodity that should easily make possible its orderly marketing.

"The American wool clip is shorn, and, under the present system, thrown upon the market in a period of approximately 90 days, yet this wool constitutes an entire year's supply for the American wool manufacturer. The manufacturer does not desire to buy his year's supply of wool at one time, and to do so would be speculation on his part. Therefore, in any system of marketing under which the grower may expect to receive the full market value of his wool, some arrangements must be made for an agency to carry and merchandise the wool during the season when the manufacturer desires to buy. As producers, we have provided no such agency, and hence the wool

dealer has provided one for us, and he is not to be criticized, for having done so, as he has furnished the only available market which we have had. But to producers of an agricultural commodity, no middle man can provide a system that is satisfactory. The laudable ambition of the grower is to receive a full and fair market value of his commodity, and in order to do so, it is necessary that he provide the agency through which his wools find their final destination.

"In the past, many schemes of wool marketing have been provided, some of which have been beneficial in a limited way, and others which only serve to add confusion to an already disturbed situation. Now for the first time, the wool grower has offered to him a plan under which success is more likely than in any plan yet attempted. Under a law of Congress, the Federal Farm Board has been created with an appropriation of 500 million dollars to aid in the marketing of agricultural commodities. This Board is manned by people of unusual ability who are sympathetic with the aims of agricultural producers. That Board has offered to assist the wool growers in establishing a cooperative system for the marketing of their wool. The National Wool Growers Association has taken advantage of this offer, and has already organized the National Wool Marketing Corporation. Their plan has already been outlined to you in this convention and while many of their proposals are somewhat tentative in nature, we most heartily endorse their action, and believe the lines upon which they are working will sooner or later solve the wool marketing problems of Idaho sheepmen.

"It seems to your committee that under this plan, the government has offered to the grower about every assistance that they have a right to expect, and certainly as much assistance as they will get in our time.

"While it is not the purpose of this organization to urge that every one market his wool under this cooperative plan, we do believe that the growers should give this proposal their most careful consideration, and we further urge that the officers of the Idaho Wool Growers Association again establish a State Wool Marketing Agency, under which those who desire to take advantage of this new marketing method may be enabled to do so."

Marcia Wood and "Her Four Little Ewe Lambs". Addresses were delivered by Sam F. Keifer, David Hagenbarth, W. B. Tagg, J. C. Swift and John T. Caine, III.

THE PROGRAM

President R. C. Rich's annual address which followed the opening exercises on Friday morning dealt largely with lamb matters and stated that the lamb crop of 1930 would not be any larger than that of last year. Extension of the lamb dem-

onstration campaign was urged. Wool marketing and the tariff also were referred to in the president's address, the latter part of which dealt with the public domain question. He referred to the misleading statements that have been published regarding the feed condition upon the Red Desert of Wyoming, as an example of the doubtful propaganda that has been waged by advocates of regulation during the discussion which has followed

President Hoover's announcement of last summer. Danger to the sheep industry of Idaho through reduction of grazing upon the public lands was indicated. "We are not going to let anyone kid us into believing that the grazing on the public domain can be improved, except by reducing the number of livestock which graze there," said Mr. Rich. "In proportion to the number of livestock reduced, so would our hay and feed purchases be re-

duced as would also the income from our industry in Idaho, which is now producing approximately \$30,000,000 yearly."

The morning session closed with an exhaustive discussion of educational movements by State Commissioner of Education W. D. Vincent.

At the afternoon session numerous committee reports were considered and disposed of. The National Secretary discussed the tariff and the lamb demonstration work. F. M. Simpson of Swift & Co. told of new methods in retailing lamb. Jas. A. Hooper of Utah outlined the organization and plans of the National Wool Marketing Corporation. Questions which were asked during the discussion of this subject were answered by Messrs. Hooper and F. R. Marshall.

On Saturday morning H. J. Plumhoff, general manager of the Oregon Short Line Railroad Co., addressed the convention upon railroad matters and freight rates. J. C. Swift of Kansas City, and W. B. Tagg of Omaha talked on meat consumption, livestock markets and other important matters affecting sheep and wool production. At the afternoon session the subject of regulation of the driving of livestock on highways was discussed by Cowles Andrus, representative of the State Department of Public Works. Ernest Winkler of the U. S. Forest Service at Ogden, spoke upon "Factors in Range Management". The convention then went into executive session.

President Rich was elected. Sid Smith of Gooding was chosen as vice president and H. L. Finch, Eph. Ricks, J. L. Driscoll and T. C. Bacon as executive committee members representing respectively the eastern, northern, western and central districts.

WOMEN'S PROGRAM

A separate program was provided for the ladies in attendance at the convention, consisting of three separate afternoon sessions. On Friday there was a luncheon for ladies and on Saturday afternoon Fred Crabtree, a local retailer, gave a lamb cutting demonstration which was followed by a lecture on lamb cooking by Miss Marion Hepworth, home economic expert of the State Agricultural Extension staff.

WASHINGTON

Walla Walla, January 13-14

WASHINGTON wool growers convened during an almost unprecedented spell of cold weather. There had been welcomed heavy falls of snow in most range sections but the low temperatures were a cause of uneasiness to some of the Yakima Valley owners who start shed lambing in January.

Despite the weather and the disappointments of last year the attendance was one of the largest on record in the state and the interest in organization work at a high point.

Following the Washington custom, at the completion of the opening addresses on Monday morning, the members formed themselves into groups to meet with the supervisors of the various national forests for discussion and consideration of permits, sheep movements, improvements on the ranges, and other matters concerning the use of grazing allotments.

In the afternoon the Secretary of the National Wool Growers Association spoke upon the wool tariff and the lamb demonstration work.

F. M. Simpson, of Swift and Co., explained the 'quick freeze' method of handling fresh meats and the work of the packers in preparing retail cuts in their plants in condition to be delivered to consumers from retail stores.

O. M. Plummer of Portland spoke on the lamb campaign and on retail meat affairs, also in reference to the good work of Washington and National Ladies' Auxiliary organizations.

The educational exhibit from the U. S. Department of Agriculture was set up at the entrance to the convention room. It was in charge of Warner M. Buck, who addressed the convention upon "The Current Wool Situation".

H. Stanley Coffin, chairman of the committee on shearing, presented a report which was unanimously adopted, favoring twelve and one-half cents per head, with board, as a maximum rate to be paid for shearing. Forms were distributed for filling out by members to show the number of sheep to be shorn this year with approximate dates. The association will negotiate with shearers with a view to

arranging schedules that will ensure steady employment, and also furnish sheep owners with crews of shearers at the times desired.

Clark V. Savidge of the state land office reviewed the history of the public domain, referring particularly to the unsuccessful attempt, through the conference of governors, to have public lands given to the states. While making no suggestion Mr. Savidge seemed to favor the plan of acceptance by states of title to surface rights of the remaining public lands. Only one million acres of public land, outside of forests and reservations, are located in Washington.

The Tuesday forenoon session was addressed by E. N. Kavanaugh, the popular and efficient assistant district forester of the sixth district, in charge of grazing. The importance of efforts by stockmen to acquaint the public with the relationship of livestock production to other local industries was urged by Mr. Kavanaugh as a means of ensuring fair consideration by the public of water supply, game protection, grazing and recreation matters.

Supervisors of a number of forests reported upon grazing conditions in the areas under their jurisdictions.

Dr. J. C. Exline and Dr. Robert Prior spoke upon health conditions, as representatives of the federal and state bureaus.

The convention committee on wool marketing did not make a report, though the chairman of the committee, C. L. MacKenzie, criticized rather sharply the plan of the National Wool Marketing Corporation as it was presented to the convention by Secretary Marshall and as it was discussed in November at the national convention in Texas. It was argued by Mr. MacKenzie that the growers' interest in wool prices might be handled altogether through the protective tariff.

J. M. Coon, who is attached to the office of Mr. C. B. Denman of the Federal Farm Board, also spoke upon the wool marketing plan.

Dr. E. O. Holland, president of Washington State College, spoke briefly upon "American Educational Ideals". The Ladies Auxiliary held forenoon

sessions and attended the afternoon general sessions. Under direction of the Auxiliary a ball was given to members and visitors at the Marcus Whitman Hotel on Monday evening.

O. M. Plummer was the banquet toastmaster on Tuesday evening, presenting speakers and making lively comments in customary happy fashion.

President Drumheller, Vice President W. A. McGuffey and Secretary Sears were re-elected.

The Ladies Auxiliary to the Washington Wool Growers, which held its annual meeting during the convention, elected Mrs. J. L. Jackson of Pomeroy as its new president; Mrs. James Morrow of Yakima as vice president; Mrs. W. A. Roberts of Yakima as secretary-treasurer; and Mrs. Ralph Jackson of Dayton as corresponding secretary.

RESOLUTIONS

Taxation:

Taxation was one of the principal topics for consideration by the resolutions committee at the Washington convention. It was felt that under present conditions the valuation placed on range lands for taxation purposes is about 50 per cent too high and a reduction of that amount is to be asked from the county assessors. Opinion was also expressed that under the present system of taxation in Washington, the producer and his products carry an unfair burden and a statement was included in the resolution favoring a general tax reform.

As some Washington sheep are grazed a part of the year in Idaho and taxed in that state as well as in Washington, the resolution on taxation matters called for a meeting of the assessors of Idaho counties wherein such sheep are grazed with the county assessors of Washington to arrange for an adjustment of the taxes to be paid in the two states. It was also recommended that provision be made for counties where sheep are ranged during the summer to receive their proper share of the tax levied on the stock.

Predatory Animals:

Washington sheepmen expressed by resolution the opinion that it would be more economical in handling the coyote problem to have the present bounty law

repealed and use the funds now used in paying bounties in the employment of salaried hunters to work in cooperation with the Biological Survey. Such action will be urged upon the next state legislature. Strong endorsement was given to the ten-year predatory animal program proposed by the Biological Survey.

Sanitary Regulations:

A modification of existing health regulations covering the movement of livestock from Washington into Montana, Idaho, or Oregon, and vice versa, is to be requested of the officials controlling such work. The recommendation is that where "an examination by a competent inspector at the time of shipment is found

to be not practicable, a health certificate from the proper livestock sanitary officer or from the United States Bureau of Animal Industry" cover the requirements, provided that such certificate shall state that an examination has been made no longer than ninety days prior to the date of shipment and that the sheep covered were free from scabies and free from necrobacillosis, and also that scabies has not existed "during the six months period next preceding date of shipment in any county wherein sheep to be shipped had been held."

Modification of the Packers' Consent Decree was also urged by the Washington sheepmen.

OREGON

The Dalles, January 16-17

THE Oregon Association, in meeting at The Dalles, returned to the scene of its original organization in 1898. In historical vein, Judge Fred W. Wilson, in whose courtroom the convention sessions were held, referred to his acting as secretary of the original organization meeting which was called to arrange action for protection of grazing privileges in forest lands being reserved at that time.

H. E. Rooper of Antelope, W. E. Hunt and Albert Roberts of The Dalles, who attended the first meeting, were elected to honorary life membership in the Oregon Association.

Unusually heavy snow and cold weather prevailed on the banks of the Columbia River, where the convention was held. Members from Bend, Heppner and interior points also reported much needed falls of snow. Over 200 wool growers were in attendance and manifested active interest not only in the new wool marketing proposals, but also in financial affairs and administration of public lands. Responding to the addresses of welcome, former Secretary MacHoke dealt in constructive fashion with Oregon sheepmen's problems, which include matters of taxation, wool selling and encroachments upon grazing lands which have come about as a result of the growers' failure or inability to strongly insist upon proper recognition of their industry and its adjustment to the economic requirements of all citizens of the state and nation.

President W. P. Mahoney, in a carefully prepared address, reviewed developments of last year and outlined important considerations to govern in the convention's action and decisions upon matters of immediate importance. In reference to public lands President Mahoney was disinclined to accept only surface rights and unless the entire resources can be turned over to the states he favored administration of grazing under plans and methods worked out between the stockmen and the U. S. Forest Service. The president's address dealt further with the necessity for more attention to production costs, the Packers' Consent Decree, and cooperation with the Biological Survey. It was pointed out that forest fires are most serious on areas where livestock is not grazed. The necessity for feeding grounds along sheep trails in the forests was emphasized. In the opinion of President Mahoney the time is fully opportune for the taking of new steps by wool growers in the method of selling their clips along the lines offered in the plans of the National Wool Marketing Corporation.

The report of Secretary Walter A. Holt showed a paid-up membership of 142, and an income in 1929 of \$3,312.00. During last year the association's executive committee held four meetings on association matters. Appropriation was made for the truth-in-meats exhibit at the Pacific International Exposition and to provide an association trophy as an

award in the wool show at the same exhibition.

The service rendered by the association was outlined as relating to stock driveways, public lands, shearing wages, predatory animal control and cooperation in the undertakings of the National Association.

H. E. Lounsbury of the U. P. Railway System presented interesting facts in connection with railway service in transporting livestock and on points considered by officials in the determination of fair freight rates. Among the points to be considered in this connection he discussed cost of service, value of service to shippers, volume of business, distance hauled, competitive conditions and bulk and weight of the commodity in relation to the equipment required.

Assurance was given by E. N. Kavanaugh of the Portland district office of the U. S. Forest Service that no reductions in grazing permits were contemplated as the result of the recent drought conditions. The speaker also explained that efforts were being made to meet public requests for preservation of natural conditions in present forest areas by the creation of wilderness areas in the vicinity of points of scenic interest. In such areas roads are not constructed nor camping allowed, but normal grazing use is continued.

The Secretary of the National Association spoke in detail upon the plans and methods of the National Wool Marketing Corporation. Messrs. J. M. Coon, representing the Federal Farm Board, and E. A. McCormack, president of the Pacific Co-operative Wool Growers, discussed the same subject. Following the addresses President Mahoney placed the session in charge of J. H. Dobbin, chairman of the wool marketing committee, the members of which were seated upon the platform. There was a continued informal discussion of the undertaking which was altogether constructive and friendly and resulted in a resolution of endorsement which appears below.

Vice President J. G. Barratt discussed coyote control before the Friday morning session, presenting statistics as to numbers destroyed in Oregon last year and urging larger appropriations for the Bio-

logical Survey as called for in the ten-year program which was prepared by the Department of Agriculture upon request of Congress.

Senator Robert N. Stanfield spoke upon public land matters with particular reference to the status and disposition of Oregon public lands valuable for grazing and timber purposes. The speaker drew upon a large fund of practical information acquired in a study of the question during his chairmanship of the committee on public lands and surveys in the United States Senate.

In the absence of David Hynd, Chas. Smith, agricultural agent in Morrow County, presented an outline of cost of production figures prepared by Mr. Hynd in connection with flock records over a period of twelve years. The public land question was further discussed by Blaine Devers, who reported existing feeling in some sections of the state in which there is objection to the admission of sheep owned by non-residents. He reported finding considerable sentiment in favor of control of public land grazing by the Forest Service in preference to state regulation.

Wm. Hanley, veteran stockman and pioneer of the Burns country, spoke on developments which he had witnessed in the livestock and grazing industry and emphasized definite and complete provision of ample feed and range supplies as a necessity under present-day conditions of high expenses.

The results of experiments for the testing of different rations in the wintering of ewes, conducted at the Agricultural Experiment Station, were presented by Prof. E. L. Potter.

Old officers were re-elected as follows: President, W. P. Mahoney; first vice president, F. A. Phillips; second vice president, Garnett Barratt; third vice president S. E. Miller; secretary, Walter A. Holt. The executive committee includes K. G. Warner, Ernest Johnson, W. P. Allen, Herman Oliver, Elliott P. Roberts, Blaine Devers and James Murtha.

A dance followed the banquet held at the close of the convention. O. M. Plummer acted as toastmaster.

RESOLUTIONS

Public Lands:

Be it Resolved: "That we favor the acceptance of the public domain lands by our state provided all of the public lands other than forest reserves and national parks are included." Indian reservations and national monuments with both surface and underground rights would be ceded to the state under the resolution; also, the association was opposed to the setting aside of Wallowa mountain lands or any other areas for parks or other reservations until the question of disposition of the public lands has been settled.

Wool Marketing:

"Realizing the sincerity of Congress in the passage of the Agricultural Marketing Act and of the present appointment of members to the Federal Farm Board to give agriculture the same financial standing enjoyed by other industries, we recommend the fullest cooperation of individual wool growers in the plans of the Federal Farm Board as presented through the National Wool Marketing Corporation. We recommend that a permanent committee be appointed by this association to organize and set up the machinery necessary for dealing with the National Wool Marketing Corporation."

Reference was made in the committee's report to central Oregon wools which ordinarily go into consumption in the original bags and do not require as much handling or expense as other wools. It was also recommended that the permanent wool marketing committee, in arranging to work with the National Corporation, should give full consideration to the facilities available through the Pacific Co-operative Wool Growers.

Finance:

It was resolved to ask Congress "to make such amendments to the present Agricultural Credits Act as may be necessary to permit the making of loans at 5 per cent, or not to exceed 6 per cent, direct to growers of livestock," and that funds be supplied by the Federal Farm Board when debentures are selling at rates of interest that mean higher rates to agricultural borrowers.

A committee was provided to prepare

a form of contract for use in ranch sales to provide that sheep be settled for upon delivery by a bankable sightdraft or check.

Forest and Grazing:

The Forest Service was requested: (1) to establish rest and feed stations along the lines of permanent driveways; (2) to refrain from granting permit preferences to parties not owning dependent range property in or adjoining the forest and that "in changing from one class of stock to another no permittee be granted a preference on range outside of allotments on which his preference is granted without reduction of the preference held by former owners." The action of the Forest Service in establishing wilderness areas was approved.

Predatory Animals:

Request was voted for a state appropriation of \$50,000 to be expended by the State Livestock Sanitary Board and co-operating agencies, such appropriation to be in addition to amounts received from hunting licenses and that a state law be enacted to provide that not less than 25

cents from each license for hunting be placed in the predatory animal fund of the Livestock Sanitary Board. Approval was given to the ten-year program for control of predatory animal and rodents and Congress urged to appropriate in accordance with that program.

Taxation:

The association "prayed, petitioned and demanded that the county assessors assess grazing land at the same amount in every county in the state and never more than the selling value, and that assessment of such lands be made at amounts not exceeding the actual selling value after reduction by the ratio fixed by the state tax commission for the previous year."

Shearing:

A rate of 12½ cents per head with board was approved for shearing in 1930. The agricultural college was asked to establish schools for the training of shearers and all owners of shearing plants urged to encourage new men by giving them employment.

Utah Agricultural College and representative for Utah on President Hoover's Public Land Commission, and Alma Esplin, wool specialist of the Utah Agriculture College.

President Harvey spoke of the harmonious relationship between the local organizations and the state body and the work that had been done during the year. Efforts, he said, had been made to secure freight rates that would permit the use of railroads to ship stock instead of trailing them; rules and regulations covering shearing had been formulated and sent out to all sheepmen and shearing corrals for the purpose of avoiding loss and waste at shearing time; an endeavor had also been made to obtain relief from apparent over-taxation on livestock in the state, but with no tangible results. Legislation coping with the wild horse problem had been secured, President Harvey said, and fewer wild horses are now found on the ranges. President Harvey only touched briefly upon tariff and wool marketing matters, commending Senator Smoot for his work on the tariff and urging Utah growers to take advantage of the opportunity to improve wool market conditions by supporting the National Wool Marketing Corporation.

One of the liveliest sessions of the convention was occasioned by the presentation of the new wool selling plan to the growers by President F. J. Hagenbarth of the National Wool Growers Association. He had just returned from Washington conferences in connection with the wool marketing work and had his subject matter well in hand. And the Utah men were ready with many questions. The discussion that took place for two or more hours in the afternoon of the 21st was indicative of the very great interest on the part of growers in the new arrangement. The plan was endorsed by the convention and the Utah Marketing Association was urged to consider the desirability of becoming a member of the National Corporation.

A very able presentation of the public land question was given by Mr. Peterson. To give a very broad and fair outline of the entire situation was apparently his aim, rather than to convert his audience to any particular solution of the dif-

UTAH

Salt Lake City, January 21-22

THE aim of the Utah convention, as announced by Secretary James A. Hooper, was to make the members of the association—some 400 in attendance—think in terms of lamb and wool. To accomplish this purpose demonstrations were employed to a large extent in place of lengthy speeches.

The first of the demonstrations was one in wool grading. This was put over by Royal Sorenson and George Madsen of the 4H Boys Club of Mt. Pleasant, Utah, at the opening session of the convention. By means of charts and actual measurements, these boys, who were winners in the wool judging contests at the Utah State Fair and the 1929 Pacific International Livestock Show at Portland, brought out the leading factors to be taken into consideration in grading and classifying wool.

Following up this presentation, at the afternoon meeting, Mr. Warner M. Buck of the Department of Agriculture at Washington, D. C., explained in detail a

series of pictures illustrating the international wool exhibit at Washington, and told of the value of wool shows to the growers.

Then, on the morning of the second day of the convention, the Original Utah Woolen Mills showed some of their lines of knitted garments for men and women on living models. Ensembles, dresses, sweaters, etc., in most attractive and up-to-date styles, in a variety of colors and combinations, told an interesting story of the new methods employed in that branch of the industry.

While there was no demonstration on lamb, Mr. F. M. Simpson of Swift & Company gave a very interesting discussion of the new 'quick freeze' method of the packers in handling meats (see page 12).

The principal convention addresses were made by President H. W. Harvey, President F. J. Hagenbarth of the National Association, Mr. Wm. Peterson, director of the extension service of the

ficult problem. Three solutions were considered: (1) Leave the land to its slow taking over into private ownership; (2) transfer it to the states; (3) place it under government supervision. Stockmen were asked to consider the results, as indicated in the present condition of the public domain, if present practice is to continue. They were also asked to make an analysis as "to whether or not the income from the sale of lands in their present run-down condition would give greater revenue, than the increased tax value of the stock which these lands might carry under a program of rehabilitation." They were likewise asked to consider whether or not supervision would result in the desired improvement of grazing conditions on these lands. Mr. Peterson urged stockmen to present their full views on the public land subject so that the board appointed by President Hoover might be enabled to make a proper report. When this subject came up for consideration and action by the convention in its business session on the last day, sharp debate occurred, but final decision was that the association should stand for government control.

Mr. Esplin brought to the attention of the growers the important factors to be considered in the grading and classification of their wools. Brief talks were also made by John T. Caine III of the International Livestock Exposition, and Frank Francis, formerly mayor of Ogden, Utah.

For the present year, Mr. Harvey will continue to act as president of the Utah Wool Growers Association; W. D. Candland will serve as vice president; and Mr. Hooper as secretary.

THE LADIES' AUXILIARY

The Ladies Auxiliary of the Utah Wool Growers Association held its annual meeting on the afternoon of January 22. Mrs. E. J. Kearns of Salt Lake was made president for the present year; Mrs. Alice J. Steadman of Salt Lake, vice president; and Mrs. J. R. Eliason of Salt Lake, secretary-treasurer. On Tuesday a luncheon was given by the Salt Lake chapter of the state organization to the visiting ladies, over 150 attending. Sagebrush tied with black and white yarn made attractive favors for this occasion; there was also an interesting program which included talks by Mrs. R. H. Hinckley, president of the

state organization during 1929, and Mrs. Minnie Miller.

The ladies' organization also had charge of the banquet given on the evening of January 22 at the Hotel Utah, at which English lamb chops were featured. Secretary Hooper, acting as toastmaster, introduced the speakers of the evening: Mayor Bowman of Salt Lake, President Hagenbarth, Mr. Caine, President Harvey, Mrs. L. C. Smart, president of the Salt Lake Chapter of the Ladies Auxiliary, and Mrs. Robert H. Hinckley.

RESOLUTIONS

Predatory Animals:

Active work on the part of the state and local associations to secure appropriation by Congress of sufficient funds to carry the ten-year program into effect was urged and expression of continued belief in the value of the present bounty law made.

Forests and Grazing:

Utah growers urged that there be no further reduction of the present permits using the national forests, except where necessary for range protection.

Public Lands:

As stated above the Utah Association went on record as favoring government control.

Wool Marketing:

The report of the committee on wool marketing recommended that local pools and individual growers should align themselves with the Utah Wool Marketing Association and that the latter body should join the National Wool Marketing Corporation.

General:

Other resolutions adopted at the Utah convention urged that the association take steps to have the highways law put into effect and the livestock highways constructed and maintained; that shearing rates be reduced on account of the low prices of wool, the increase in expenses, and excessive taxes; that local associations should render every assistance possible in ridding the ranges of wild horses and protecting livestock against marauding dogs; favored an adequate tariff on carpet wools; provided for payment of a reward of \$100 to any person assisting in the arrest of any one stealing sheep, pelts or wool; urged the United States Attorney General to take immediate action on the modification of the Packers' Consent Decree; and asked for increased appropriations by Congress for the study and control of sheep diseases.

MONTANA

Helena, January 23-24

THE Montana organization always gets a very large turnout at its conventions. The state has more sheep owners than have most of the states and the directions of the railways make it easy for men from all sections to reach convention points on any of the main lines. The association has been giving notable service to its members and not only keeping them informed but forcing attention to immediate and future benefits for which organization effort is necessary. Also, Montana sheepmen are accustomed to real winter weather and, with provision for winter storms and low temperatures, are not so disinclined to leave home when the weather is forbidding.

In wool marketing the Montana growers have been in advance of most other states. In working for grower representation at the markets they have had the support of such leading bankers as Thomas Marlow and S. McKennan, and

active participation in the undertaking by leaders of the stamp of A. T. Hibbard, Matt Staff, Ira Wight and Secretary Murray E. Stebbins.

A good many representatives of the commission houses and stockyards companies had dropped out of the circuit when Montana was reached. Colonel E. Wentworth for Armour and Company was present along with F. M. Simpson, for the Swift Company. Representatives of the Chicago and Northwestern lines and feeding stations in Chicago territory and the Milwaukee and Burlington lines also were in evidence.

The convention sessions were enlivened by musical numbers from the Bunk House Quartet led by Chas. Towne, who will be remembered since the Butte National convention for his catchy song, "Keep Those Woolies Moving Along." The Northern Pacific Radio Quartet singers also helped to entertain at the

convention sessions and at the banquet on the closing night.

On Wednesday, in advance of the convention sessions, meetings of the association's executive and resolutions committees were held. The State Rambouillet Association held a largely attended meeting of purebred flock owners the same evening.

President C. H. Williams in his annual address dealt largely with the public domain land question and with Montana's interest in its seven million acres of public domain. "The record of the state administrations in the wise handling and use of six million acres of state lands is evidence sufficient," said Mr. Williams, "of the ability of the state to handle any other lands that may come to it with justice to the industries associated therewith and for the benefit of all citizens." Emphasis was laid upon the difficulty of advancing market prices for sheep and lambs and upon the necessity of growers' exerting every effort to reduce production costs by efficient management to secure maximum returns and to prevent a large part of the losses which now occur.

Report of the association's work was rendered in two statements from A. T. Hibbard, chairman of the executive committee, and Secretary Murray E. Stebbins. In reviewing the association's projects of service Mr. Hibbard referred to publication of the news-letter, cooperative work in coyote control, the state wool show, lamb marketing, ram sales, theft prevention, wool marketing, and production cost surveys. The association's part in establishing the veterinary research laboratory at Bozeman was explained and supported by the membership. Mr. Hibbard also announced that in the year 1930 the Montana Association would follow the plan adopted in other states for collecting at one time sufficient amounts of dues to support the association and to pay the state's share for support of the national organization work.

Secretary Stebbins' report was chiefly statistical in character and showed a healthy condition of the association's finances as well as a gratifying increase in the membership, which now stands at almost 2000.

The Secretary of the National Association spoke upon the status of the present tariff bill and the provisions of the wool paragraphs.

In the afternoon of the first day, Mr. J. B. Wilson, secretary-treasurer of the National Wool Marketing Corporation, who had come direct from Boston for the convention, explained in some detail the financial set-up of the new marketing agency. His remarks were followed by numerous questions which showed an active interest in the corporation and an appreciation of what is to be undertaken. Following the convention the Montana Cooperative Marketing Association arranged to market its 1930 wools through the National Corporation.

R. C. Pollock of Chicago made a complete report upon the past year's activities in the national campaign for increasing the demand for lamb. The schedules for lamb demonstrations as arranged by the National Live Stock and Meat Board in cooperation with the packer and retail organizations was presented in some detail as well as the press and radio work conducted by the Board under the funds furnished by wool growers through the National Wool Growers Association.

Mr. Archer B. Gilfillan of Buffalo, S. D., delivered a humorous and highly entertaining discussion of the "Secret Sorrows of the Shepherd." Mr. Gilfillan's recent contributions to the Atlantic Monthly and his book entitled "Sheep" have furnished amusement to a large number of sheep owners as well as to many others who appreciate the exercise of high literary ability in conjunction with keen humor in the relation of experience incident to such misunderstood occupations as that of herding sheep.

Matt Staff, president of the National Wool Exchange, Boston, formerly a resident of Helena, discussed the wool market situation and prospects. With the subject "Breeding for Consumers," J. F. Walker of Ohio drew upon his experiences as a breeder and as a government investigator in Australia and New Zealand, for lessons to sheep breeders upon the necessity of more careful observance of consumers' demand for wool and meat.

An exhaustive and carefully worked out study of sheep production costs was

presented by M. L. Wilson, D. E. Richards, and M. H. Sunderson of the Montana State Experiment Station. This study will be reported in greater detail in a future issue of the National Wool Grower.

The substance of Dr. Hadleigh Marsh's explanation of the Montana Veterinary Research Laboratory was printed in the November issue. Another practical line of investigation at the Montana Experiment Station was reported on by Dr. W. E. Joseph. The results of experiments in feeding and flock culling for increased production of wool and lambs were presented in detail. August Vaux drew upon extensive experience in sheep feeding in eastern Montana in outlining the lamb fattening enterprises and possibilities in that part of the country.

President Williams was re-elected with Vice President E. O. Selway and an executive committee consisting of A. T. Hibbard, Harry Snyder and C. N. Arnett.

RESOLUTIONS

The principal resolutions adopted by the convention related

- (1) to maintenance of adequate protective tariff rates on lambs and wool;
- (2) investigational work on wool utilization;
- (3) the necessity for stopping the breeding of coyotes in national parks; and,
- (4) sale and lease prices of state lands.

Public Lands:

Whereas, the President of the United States has suggested that the remaining public domain be ceded to the various states,

Now, Therefore, Be It Resolved, that we favor the acceptance of the cession of the public domain to the various public land states and urge that states accepting this offer do so as speedily as possible.

Be It Further Resolved, that we favor giving each state the option of accepting or rejecting the land within its boundaries regardless of the action of any other state.

Be It Resolved, that if for any reason the public domain is not ceded to the states, it remain as it now is, under the jurisdiction of the Department of the Interior.

Indiana Sheep Breeders in Session—See Lamb Cutting

By Claude Harper

THE lamb cutting demonstration conducted by Max O. Cullen of the National Livestock and Meat Board before representatives of the Indiana Sheep Breeders Association and Lafayette retail city butchers and packers was a "knock-out". It was one of the best demonstrations from the standpoint of interest that has ever been conducted. One city butcher in Lafayette said, "This is the best demonstration for our business that I have ever seen." Another representative from one of the large retail meat shops stated that he got six new ideas for preparing lamb for his customers. A third representative volunteered the information that he had sold more lamb over the week-end following Mr. Cullen's demonstration than he had sold in any week-end previous. While Mr. Cullen was in Lafayette he reached members of the Indiana Sheep Breeders Association, the retail meat cutters and local packers of Lafayette, and the public through demonstrations before two hundred domestic science students in the high schools.

In his usual manner Mr. Cullen empha-

sized during his demonstration the problem of the slow-moving forequarter cuts of lamb. He prepared the mock duck, rolled shoulder, rolled breast of lamb in an unusually attractive manner. Cuts for window attractions and counter displays were not overlooked, and after the demonstrations were completed, Mr. Urwitz of the Dryfus Packing Company said, "Many of these new ideas will be introduced into the retail trade of this community."

One hundred and eighty sheep breeders and producers attended the annual meeting of the Indiana Sheep Breeders Association at Purdue University recently. No one seemed to be especially disgruntled over the present sheep situation. A number of the feeders of western lambs are by no means satisfied with the money they are making from their feeding operations. The Indiana range lamb feeders have made a profit above feed costs only one year in the past five, hence the interest in fattening western lambs in Indiana feed lots is on the downward trend.

The purebred breeders had a good year.

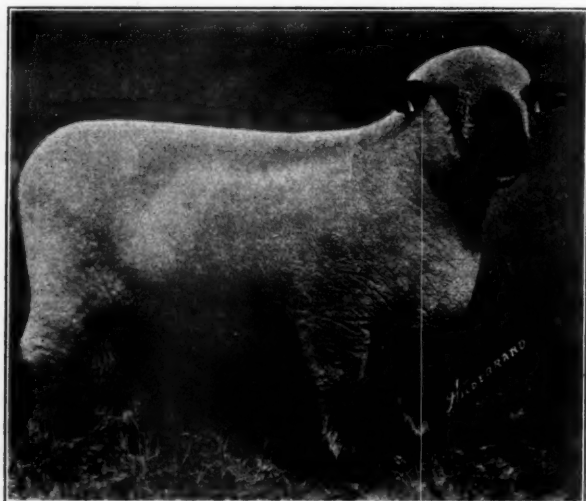
Their surplus stock was readily absorbed at satisfactory prices. Only those who failed to produce breeding stock of good quality had any left on hand. The native lamb producers are not complaining, even though their wool did sell at ten to fifteen cents per pound below 1928. Interest in the production of prime native lambs is increasing and most of the discussion among sheep growers during the recent meeting was devoted to ways and means of improving the native lamb by breeding, feeding, management and marketing.

Indiana sheep growers are marketing their lambs over a wider range of time than they did ten to twenty years ago. There are a number of producers that start marketing their lambs at Easter time and this continues for the next eight or nine months, hence the discussion during the recent sessions dealt with shipping for the Easter trade, selling in June and July, and raising lambs on pasture entirely, and marketing during the fall months. It was brought out during the discussion that pasture crops greatly reduce production costs.

Lindley W. Baker of Cambridge City.

(Continued on page 44)

TWO WINNERS AT THE INTERNATIONAL



Champion Hampshire Ram at the International, 1929.

This Ram, Exhibited by J. C. Penney, of White Plains, New York, Is An Imported Yearling Bred by Mr. James Goldsmith of England. Its Sire Is Blendworth Basildon K527.



Champion Rambouillet Ewe at the 1929 International. A Lamb Bred and Shown by the University of Illinois.

In the List of Awards as Printed in the December Issue of the National Wool Grower, the Championship in the Ewe Classes at the International Was Incorrectly Credited to a Purdue University Entry.

THE WOOL SACK

THE WORLD'S SUPPLY OF WOOL

THE following article is taken from the Fairchild Textile-Apparel Analysis of January 25, 1930:

Production.—An analysis of latest reports from nine of the leading wool producing countries of the world representing three-quarters to seven-eighths of the world production, shows an estimated decline in the 1929-1930 crop of about 10,000,000 pounds, as compared with last season. It is doubtful whether production in the remaining producing countries will be sufficient to offset this indicated decline of nearly 10,000,000 pounds. These figures clearly indicate no increase in the world production of wool for the current season. A comparison of 1928 and 1929 production, based on our last reports follows:

(In 000 Pounds)	1928	1929
United States.....	351,013	353,866
United Kingdom.....	119,690	117,108
France	47,000	44,000
Germany	33,500	29,500
Argentina	343,000	330,000
Uruguay	139,000	150,000
Australia	950,000	925,000
New Zealand.....	238,000	245,000
South Africa.....	285,000	302,000
Total.....	2,506,203	2,496,474

World Carry-Over.—A study of reports on world carry-over for Australia, New Zealand, South Africa, Argentina and the United States, shows an increase in the world carry-over of about 18,000,000 pounds, as compared with a year ago. The total carry-over of these leading producing countries for the current season is only 13.2 per cent of the estimated production, as compared with 12.3 per cent a year ago. The aggregate production plus the carry-over in the same countries, would only result in an increase in the total available supply carried by the producing countries of .3 per cent. These figures are very significant because they show that, despite the shifting of the burden of supply from the weaver, spinner, topmaker, the total available supply carried by producing countries is hardly in excess of a year ago.

One of the leading English authorities estimates a decline of about 250,000 bales

in the amount of wool carried by consumers of Australian and South American wool alone at the present time, as compared with a year ago.

There is no better indication of the change of conditions in the world wool movement than that to which attention has been called by George Whitaker, president of the British Wool Federation. In his annual report, he contends that losses during the last two seasons in both Bradford and on the Continent had resulted in more than the usual caution being exerted when the new wool came on the market.

In discussing the causes of the sharp decline in world wool prices, the wool report of the Australian Mercantile Land and Finance Co., Ltd., assigns the reason for the markedly lower prices to the change in method of buying by consuming countries. They stated: "Time was when wool was purchased on a large scale, well in advance of requirements, in anticipation of fashion and demand for the finished article. Then the risk was taken chiefly by the wholesaler. Gradually this 'dead weight' was passed back to the spinners and weavers, and in turn to topmakers. Unable to carry the burden, this section has resorted to what may be termed 'progressive buying,' leading to a slower movement in wool at sources of supply, and growers now will find themselves confronted with having to take a large share of the market risk super-imposed upon the hazards incidental to the 12-month growth of the staple. The growers' finished article (wool) then available for handy marketing, being at the same time the other man's raw material. It simply means that growers have been made more directly interested in developments in the retail trade, and influences having a bearing thereon—the real crux of the situation; all else is subject thereto."

Tops in Combing Establishments.—Data released during the past week on stocks of tops in combing establishments in Italy and France show a decline in Italian total with an increase in the French total. Total stocks of 1,356,000 kilos in Italy at the end of December not only showed a decline under November, but

was the lowest since March, 1929. It also showed a small increase as compared with December, 1928. Stocks in France showed an increase above November, but was the second lowest total since April, 1929. As compared with a year ago, the gain was not very marked. The total stocks for the Continent has no doubt seen its peak.

THE BOSTON WOOL MARKET

JANUARY has been a quiet month in Summer Street wool circles. Previous hopes that a rally might be brought about in values, or at least that the decline previously noted might be checked, have failed of realization. A big factor in this situation has been the continued weakness in all foreign markets, primary and distributing.

It was figured that the January series of the London wool sales ought to hold or supplement the November rally, but the actual result was highly disappointing. January prices were off 15 per cent at the opening for greasy and scoured Merinos and 20 to 25 per cent on some lines of crossbreds. This in itself was bad enough, but coming on the top of a bad slump in the River Plate markets, the effect upon domestic wool values was immediate and serious.

It is sometimes difficult to fully appreciate how much the competition of very cheap foreign wool may mean to the owner of wool in this market even when the full duty is added to foreign prices to make the Boston price. It serves as a club in the hands of mill buyers and topmakers with which to beat down domestic wool prices. Another thing to be considered at this time, is the desire of many dealers to establish a safe basis on which to trade in the new clip wools. This position is easily understood, as no one has claimed that buying and selling wool is in any sense of a charitable or altruistic character. Needless to say this element is disposed to use the foreign situation for everything it is worth. The more conservative element in the trade is trying to stem the downward movement of wool values until at least an opportunity has been given for

further liquidation of old wool. That so much of the wool still on hand is held on consignment makes little difference. Current stocks are to be liquidated and success in any particular means success in all.

River Plate competition has thus far been most keenly felt on the medium side. There has been a slump in the asking prices of strictly medium Territories since December 1 of fully 10 cents the clean pound, and no one can figure when the downward movement can be expected to be definitely checked, as long as River Plate markets continue weak. There are indications of improvement in that direction, but the time is not yet.

On the fine side, there has been so good a demand for French combing wools, so-called, that values have been rather better supported than for the medium grades. Just what influence the decision of the Boston Wool Trade Association not to sponsor the annual stock-taking inventory of unsold wool around the first of January may have had on domestic wool values is not clear. A year ago, the adverse position of stocks of Texas wool was supposed to have been a big factor in

a bad market, but now it is clearly evident that markets of the world were on the toboggan, and nothing so trivial as 14,000,000 pounds of Texas wool could have had much influence one way or the other.

The rapid development of the cooperative movement has been a cause of uncertainty and hesitancy as to new commitments on the part of both wool dealers and mill men. The probable extent of the revolution in methods of handling the wool clip of the country can not be accurately measured at this time. Most members of the wool trade are looking askance at the whole matter, depending in large measure upon individual position. Now that Draper & Company have been selected as the selling agency through which the cooperative wools are to be marketed, there is a disposition to look upon the matter with more calmness. The more conservative members of the trade are saying that "there is wool enough for all, that no one organization can monopolize it all, and that there ought to be no real reason for disastrous and unfriendly competition between the National Wool Marketing Corporation and the regular

wool trade. Others are more fearsome and are outspoken in criticism of the whole scheme, and particularly of the part to be played by the government in support.

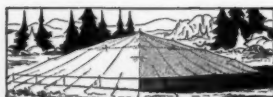
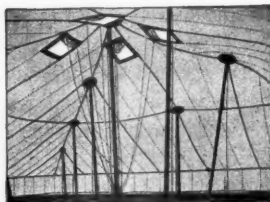
The attention of the trade has been recently turned toward a consideration of price trends here and abroad, and especially to the prospects of American mills and the chances that exist for taking more of them out of the red ink column. It is probably true that these things are very closely hinged together. If so, they can not be separated in the working out of wool problems.

Perhaps the most heartening of the events directly affecting the goods trade was the announcement broadcasted soon after January 1, that 178 manufacturers and selling agents had agreed to maintain current prices on goods. This favorable movement was supplemented later in the month by the price-lists established by the American Woolen Company on its new lines of heavyweight staples and semi-staples for the 1930 fall season. Satisfaction over this agreement was tempered to some extent by the fact that some large factors were not party to the agreement, but on the whole the effect was good.

The particular point to the matter was the indication of a belief that wool prices were about on the bottom and that it would not be safe to cut goods prices, in view of the small stocks of raw material carried in mill warehouses. There may have also been a little wholesome consideration of a stabilization of wool values through the cooperative movement. Certainly the lack of stabilization in prices of both wool and goods during the past year has been the curse of the industry. No one has benefited, except possibly the cutters up of goods and garment manufacturers. Everywhere else there has been uncertainty and loss. In the wool trade this loss has been shared both by growers who consigned their clips and by dealers who bought their wools outright.

In a situation like that now existing, it is a difficult matter to arrive at accurate figures in estimating wool values. Buying and selling wool today is very much a matter of barter. "What do you ask?" and "What will you give?" are among the questions most frequently heard on the Street today. Owing to the small

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stocks in most houses there is a disposition to readjust Summer Street conditions to what is going on abroad. The slump in the London market; the condition of the Bradford top market, where the lowest prices for years are quoted; easy markets in Australia, New Zealand and the Cape Colony; and the financial difficulties in River Plate markets, are being urged as setting the pace for Boston. Those who still have wool to sell are more disposed to look at the last sale as a guide to values, but this is uncertain at the best and particularly unsatisfactory under present conditions. The third side of the triangle is occupied by topmakers and mill buyers, and manifestly there is no reason why they should desire a bull market.

With the above reservations, efforts are being made to arrive at actual values in today's market. All prices are nominal, with too often sales of average and inferior wools being put forward as establishing the market for standard grades. Experience in recent months has shown that what is a fair price today may seem high tomorrow. Much of the trading of the past month has been in Territory wools of the French combing type or in Texas twelve-months' with some ten to twelve-month's thrown in for good measure.

At this writing, current prices for Territory French combing in this market are about 78 to 80 cents clean for best Montana, 78 cents for Oregon, 75 cents for Utah and 70 cents or a little better for New Mexico and Nevada. Fine and fine medium staple wools are rarely quoted in this market of late, as manufacturers are not willing to pay the higher figure demanded for such lots. Hence, it has generally been found more profitable to throw them into the French combing pile. Topmakers have been steady buyers most of the time, and both topmakers and manufacturers have shown urgency for prompt shipment of all purchases.

Best half-bloods, Montana and similar, have sold at 78 to 80 cents, and it is understood that some very good wools have changed hands at the lower figure. Some are talking even higher than 80 cents for really choice, and it is possible that some

average lots might be had as low as 75 cents.

Strictly medium grades are being greatly affected by competition for the River Plate. Therefore, price-lists are apt to be more irregular. The end of the month finds 75 cents about the top price which any buyer is willing to pay for three-eighths-bloods, even if of good character, with average lots selling for a little less. Prices for this grade and also for quarter-bloods are very much a matter of guesswork, quotations on the latter being heard all the way from 65 to 68 cents.

Medium fleeces have also been sliding off a little though sales have been quite small. Today's market for Ohio and similar standard wools from the Middle West may fairly be quoted at 34 to 35 cents for Delaines, 28 to 29 cents for fine unwashed clothing, 38 cents for half-blood combing, 38 to 39 cents for three-eighths-blood combing and 37 to 38 cents for quarter-blood combing. Michigan Delaines and Missouri, Illinois and similar

medium wools would sell for less than the above quotations.

Texas twelve-months' wools have sold within the range of 75 to 80 cents, though a few lots are still held above the market. Stocks of these wools are believed to be at a low ebb, as some of the large mill units, as well as topmakers have been operating with some freedom during the past month. California wools are notably easier than they were a month ago. Today's nominal quotations with occasional sales are 73 to 75 cents clean for Northern, 68 to 70 cents for Middle Counties and 63 to 65 cents for Southern. Small sales of baled, scoured and carbonized wools have sold at 63 to 65 cents. New Mexico scoureds are held in second hands at 85 to 87 cents for No. 1, 78 to 80 cents for No. 2 and 65 to 67 cents for No. 3, but bring less than these prices from first hands.

The wool trade is beginning to show some interest in new clip prospects. Late advices received here from the West in-



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America's efficiency and prosperity is based largely on the fact that its people, regardless in what field of activity, can have at any time or any place the things they need or want.

The demand for things whether it be a crate of lettuce or a steel beam is economically served by the railroads which transport things from here, where they are grown or manufactured, to there where they have their greatest time and place value.

Of all the methods of transportation, the railroads are by far the most important. The zone of every kind of production is extended by the low cost and high speed of transporting things from a place of uselessness to a point at which they have their greatest time and place value.

SOUTHERN PACIFIC

dicating late shearing, owing to unfavorable weather over much of the range country. Cold weather and blizzards are reported in a number of sections, with the sheep being driven onto feed lots. Both clip and price prospects are highly uncertain.

THE SITUATION IN THE BRITISH WOOL TRADE

REPORTS of British wool trade conditions and opinion as to prospects are regularly printed in the Wool Record and Textile World, which is recognized as an authoritative publication both in Britain and in this country. In relation to cloth trade conditions and to wool values, the World Record and Textile World of January 9 said:

To the buyers and sellers of cloth, the outstanding feature at the moment is that wool has declined to a point at which it ceases to be a profitable article to the grower. It may be that rock-bottom has not yet been reached, but sooner or later there is bound to be a reaction, and it is quite possible that when the upward movement begins it will be just as sharply defined as the fall shown in our graph. Experience suggests, however, that the rise, when it comes, will not be carried as far as it was in 1928. During the last decade the curve of prices has been marked by extreme movements up and down, but the probability is that during the next ten years these fluctuations will

tend to become less pronounced so that in course of time the curve will straighten out and record only what might be regarded as normal fluctuations. For the present and the immediate future traders can only accept things as they are, and it will be instructive to see to what extent cheap wool increases consumption.

The graph appearing every week in "The Wool Record and Textile World," showing the movements in prices of tops and the weekly quotations for tops and yarns in comparison with those ruling a year ago, cannot fail to impress the distributor of fabrics. The drastic decline in values in 1925 and again during the last eighteen months cannot be ignored in shaping a buying policy for the immediate future, but it is all-important to observe that prices of wool, tops and yarns today are on what can only be described as a most reasonable level in comparison with values ruling at any time since the Great War. Actually, average Merino wool in Australia is down to the pre-war basis and growers assert it is below an economic level. So much being granted, it might well be asked: Why is it that the price of the products of wool is not on a similar basis? The answer must be found in increased costs of production and distribution. Starting with the shipment of the raw wool from the country of origin, all charges—freight, insurance, brokerage, etc., are tremendously above the pre-war figures. The same applies to processing the material—wages and all over-head charges are up, and there appears to be little prospect of any material reductions being effected. The same factors operate in the distribution of cloth and the making-up of garments, and so long as these conditions prevail it is unreasonable to think of comparing current prices with those ruling before the war. Circumstances through-

out the world have combined to bring about a drastic fall in the price of wool, and it yet remains to be seen whether the new level is sound. Certainly supplies of raw material are ample for all known requirements, and under existing conditions in this country and in most overseas markets there is little to warrant the belief that values will advance much during the next few months, though not infrequently it is the unexpected that happens.

RECOGNITION OF WOOL WORK OF WYOMING UNIVERSITY

THE research work carried on by the Wool Department of the University of Wyoming has been accorded world-wide recognition. Recently a German text on wool, the most comprehensive of its kind ever published, mentioned five different methods of wool fiber measurement developed in this laboratory.

The following phases of wool measuring work were mentioned:

1. Wool density determination.
2. Wool diameter determination with the micrometer caliper.
3. Wool growth per month.
4. Relationship between staple length and stretched wool.
5. Relationship between crimp and diameter.

GOOD PRESS SERVICE ON LAMB

As a part of the lamb campaign, the National Live Stock and Meat Board sends out a clip sheet for the use of newspapers, women's magazines, and other periodicals. It is made up of articles, varying in length, suitable for the home page of these publications. A special edition of this sheet was sent out during January, which included material under such headings as: "Lamb Is Ideal as the Center of Easter Menu"; "The Mixed Grill with Lamb"; "Different Ways with Lamb Chops"; "Sauces Adapted to the Lamb Dish"; "Ideas on Lamb in Luncheon Menus"; "Rules for Cooking Lamb Are Given"; "Less-Demanded Cuts to Balance Budget,"—all of which are particularly interesting to the housewife. The record kept of the use of these sheets is reported by the Board as being very gratifying.

OREGON CONDITIONS AND DOINGS

AFTER a mild December with ample moisture and vastly improved ranges, with prospects for plenty of hay with some carry-over, cold weather set in and continued during January. Temperatures even in the usually mild western Oregon dropped to sub-zero in many places with lambing in progress. In eastern Oregon the coldest weather in years was recorded. The Bear Valley district of Grant County registered 52 below zero, with 44 below in Harney County. These were the two lowest temperatures recorded in the state.

January 1 estimates placed the sheep and lambs being fattened for market at 15,000 compared to 25,000 a year ago. While the condition of Oregon sheep generally was not up to normal for January 1, the mild December helped materially in putting sheep in better condition to stand the cold weather which followed.

Preceding the cold snap came snows which pretty well blanketed the state, bringing with them a wave of optimism and assurance of ample water for crops and ranges next year. The central Oregon territory including Lake and Klamath counties, which closed in 1929 one of the driest years in history, had a heavy snowfall.

Owing to the mild weather generally experienced throughout the range territory during December several counties predicted a hay carry-over. From Crook County came the word on January 1 that mild weather was responsible for a small surplus of hay. Similar word came from Grant County that odd lots of hay were being held with no buyers due to the mild weather. In Wallowa, where there have been 6,000 lambs on feed and where a long, severe winter might have caused a feed shortage, adequate supplies of hay are reported. While all of these reports were received prior to the cold spell, they indicate that feed conditions are good throughout the state. No doubt the continued cold weather will alter some of the forecasts and perhaps result in their being no hay carry-over as predicted the first of the year.

Johnson and Franklin, and Dobbin and Butler, Wallowa County sheepmen, started

approximately 5500 fat lambs on their way east to market on January 25 from their respective ranches near Enterprise. Eastern buyers were the successful bidders, taking everything offered in one shipment. The lambs had been on feed approximately 90 days and weighed 80 pounds per head.

The farm flock of sheep is not such a get-rich-quick proposition as some people imagine. This is apparent in the findings of the Oregon State Agricultural College Experiment Station, as set forth in Station Circular No. 94. This circular, which deals with the cost of producing sheep on western Oregon farms, shows that when wool is worth 35 cents a pound and lambs 10 cents a pound, farm ewes will pay \$10.00 a ton for hay, \$3.00 a ton for grain, 8 per cent on livestock investment, 40 cents an hour for labor and rent for all pasture. This circular gives \$9.96 as the average annual cost of running a farm ewe. The useful life of a farm ewe averages six seasons and the average death loss in a well managed flock is six per cent. About 70 per cent of the annual income from farm sheep is from the lambs and only 30 per cent from wool, this cost study shows.

Liver fluke in sheep can be controlled by treating the snail-infested pasture areas with copper sulphate. This was demonstrated last year by C. W. Sagehorn of the Ukiah, California. In cooperation with the county agricultural agent, Mr. Sagehorn applied the powdered copper sulphate in all wet, swampy areas in a sheep pasture where snails were found. The large, badly infested areas were fenced off and treated. In 1928 out of a flock of 300 sheep, 70 head were lost from liver fluke in the pasture. After treatment no losses were suffered during 1929. The cost of the treatment was \$155.00 and prevented losses approximating \$1,000.00.

December was the height of the predatory animal poisoning season for federal hunters in Oregon. During that month 106 horses, 5 cows and 20 head of sheep were used for establishing new poison stations. While only a few of the poisoned animals are recovered, the results of the work are expected to show up at lambing time. Twenty-five federal hunters working full time under the direction of Stanley G. Jewett, U. S. Biological Survey, during 1929 took 4,025 coyotes, 375 bobcats, 9 cougars, 1 timber wolf and 38

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CAPACITY 50,000 Sheep, 8,000 Cattle — IMPROVED Feed Yard Conditions

Prices Effective November 1, 1929

KIND	GRAIN	SYRUP	MEAL	PER TON FED
No. 1	10%	15%	75%	\$24.00
No. 2	20%	15%	65%	25.00
No. 3	30%	15%	55%	27.50
No. 4	40%	15%	45%	29.00
No. 5	50%	10%	40%	31.00
No. 6	60%	10%	30%	33.00

Above prices include yardage and labor feeding and caring for the livestock while in our yards; also unloading and reloading, and sorting if desired. Only other charge is for salt and cotton cake used and straw for bedding purposes.

We guarantee our feeds to be as represented, and that no cheap substitutes nor ingredients of inferior quality are permitted to enter into them. Visit our yards and observe for yourself how well livestock thrives on this kind of feed.

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If you are running cattle or sheep come to Colorado and get a location along the Eagle River before all the range is gone. Our Spring, Summer and Fall grazing facilities will fatten your stock. We have some very choice cattle and sheep ranches for sale that have grazing permits adjoining each place.

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AUSTRALIAN
Sheep Dog

Dark Brown, Light Gray

Beautiful

Attracts Attention
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SCREW WORMS,
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DEHORNING**

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**American Turpentine and Tar Co.,
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AGENTS WANTED

sheep killing bears. In addition to these animals actually recovered a considerable number of coyotes were poisoned of which no record was possible except that sheep losses were diminished with less difficulty at lambing time.

Another Biological Survey activity carried in cooperation with county agricultural agents, the Forest Service and stockmen which results in a saving of grass and hay, is the work in rodent control. The annual report of Ira N. Gabrielson, leader, shows that 800,000 acres of private land and 325,000 of government land was poisoned for squirrels. For this work 118,000 pounds of poisoned grain was used. In the campaign to control jack rabbits, largely organized and conducted by county agents, 250,000 rabbits were destroyed through the use of 2,100 ounces of strychnine.

W. L. Teutsch

CONTRACTING CALIFORNIA AND OREGON LAMBS

REPORTS coming from California show a large crop of early lambs which promise to be in excellent market condition for late March and April and May shipments to eastern markets. Good rains and warm weather in most sections of the early lambing territory have produced a good supply of feed.

Packers are reported to have been quite active recently in the contracting of lambs. Thirteen cents has been paid for April deliveries and some of the latter shipments have been contracted around 12½ cents. These figures are but slightly lower than were paid one year ago for lambs that did not promise to reach the quality and condition of the present crop.

The sale of the K. G. Warner lambs in eastern Idaho was reported at the middle of January. This deal covers 4000 white-faced ewe and wether lambs contracted at 10½ cents for delivery in July and September. These lambs are reported as ordinarily furnishing 80 per cent in condition for slaughter.

CONNECTICUT FARMERS HEAR PENN STATE MAN

PROFESSOR W. L. HENNING, of the Pennsylvania State College animal husbandry department, will speak at the thirty-seventh annual meeting of the Connecticut Sheep Breeders Association at Hartford, February 4, on "The International Sheep Show and Its Significance to the Industry".

In addition to his duties in sheep husbandry instruction and research at Penn State, Professor Henning is secretary of the American Southdown Breeders Association. During the past fall he coached the college livestock judging team which placed first in the contest at the Eastern States Exposition, Springfield, Mass., and tied for tenth place in the International Livestock Exposition contest at Chicago.

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QUANAH COTTON OIL CO.
Quanah, Texas

AUSTRALIAN GOVERNMENT STOPS EXPORT OF MERINO STUD SHEEP

(Continued from page 26)

ment of the new year may lead to a reduction.

Seasonal conditions in the Dominion are now fair to good, the previously dry areas in Canterbury having received useful rains. Information collected by inspectors of stock indicate that an 87.56 per cent lambing has been obtained in the North Island, compared with 84.61 last year. As there were 8,820,536 breeding ewes in the territory covered by the return at the commencement of the season the percentage represents 7,723,523 head. Official estimates for the South Island will not be available for another month, but I have received advice that points to the crop being nearly as satisfactory as in the North.

Killings for the frozen lamb and mutton export trade have commenced on a small scale in the North Island. Packers are reported to be paying 16 cents per pound, dressed weight, for prime lambs dressing under 36 pounds, and 14 cents to 15 cents for other grades. These rates are three cents to four cents a pound less than obtained at the opening of the 1928-29 season and are accounted for in part by the lower market ruling in Great Britain. Another, and more important factor, is that at least two cents a pound too much was paid last year. The current buying rate for prime light wethers is 10¼ cents, and ranges down to 7¾ cents for extra heavy weights.

NEW MEXICO GROWERS FAVOR MARKETING PLAN

I THINK the new arrangement for marketing our wools is greatly favored by all the sheepmen of this section. More detailed information is needed, however, on the plan, especially in regard to the obligations of those signing up under the new National Wool Marketing Corporation.

January was a very cold month here, but brought very little moisture, and the ranges, though fairly good, are needing it. No sheep losses to speak of have been reported so far this winter.
Hope, N. M. John R. Plowman.



SOLANO CORRIEDALE RANCH
R. W. JICKLING—Elmira, Calif.

ROMNEYS

Results of three outstanding New Zealand Importations

HAMPSHIRE

Consistent High Quality Breeding

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We have for sale this season:
700 Head of Yearling Rams
Several Cars of Big Ram Lambs
Also several cars of Ewes

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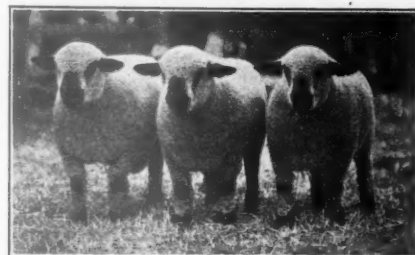
Breeders of Purebred and Registered
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CAMBRIDGE, IDAHO

BETHUNE HAMPSHIRE

Bred From Choice Blood Lines

His Lordship—61739—A Beautiful Son
of Commander, in Service

DAVID BETHUNE—Winsper, Ida.



Supreme Champions English Royal
1928—This pen of Hampshire ram
lambs sired by

Blendworth Basildon

Was undefeated in England at all shows. In 1928 and 1929 this sire was credited with 13 ram lambs which figured in the prize pens shown by his owner, James Goldsmith. He now heads the flock at

Thousand Springs Farm

Wendell, Idaho

MINNIE MILLER, Owner
Jesse Loader, Shepherd

MAKERS OF HAMPSHIRE HISTORY



In the above photo are rams that have topped the National and Idaho woolgrowers' sales, and are continuing to make records as sires of market toppers for others.

H. L. FINCH, Breeder

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LINCOLNS

One Car of Ram Lambs
One Car of Ewes—One and
two-year-olds, bred to our
best imported and Canadian
National prize-winning ram.

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100 head of large smooth range
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We believe that the big ram
with a long staple fleece that has
density and fineness and is free
from body wrinkles and kemp is
the ideal ram for the range.

If that is the kind of Rambouil-
let ram you like, see ours.

PUREBRED RANGE RAMS
REGISTERED STUD RAMS

Small Orders or Carload Lots

DEER LODGE FARMS COMPANY

Deer Lodge, Montana

INDIANA SHEEP BREEDERS IN SESSION

(Continued from page 36)

Indiana, discussed his methods of producing and marketing Easter lambs during the past ten years. He stated that he considered a lamb born in December that was healthy when one day old as good as \$15.00 in the bank at Easter time. During the past ten years Mr. Baker has sold his lambs from \$19 to \$27 per hundred. He emphasized the great need of producing better quality, as the competition in the producing of this type of lamb was greater than it was ten years ago. In the production of Easter lambs, Mr. Baker said: "I consider the three following points of great importance: (1) I must have ewes that will breed regularly and early each year. I never depend upon one ram to settle my ewes in lamb. I always use two or more. Lambs that are dropped at various intervals over a period of several weeks increase the labor costs and spoil the uniformity of the group. (2) A ewe must be a good suckler. A poor milking ewe has no place in my barn. I save ewe lambs that are from the very good milking ewes. I use rams that are twins or triplets, of my own breeding. A lot of people say they prefer to have a ewe with only one lamb, but I prefer to have ewes with two or more lambs. No one can buy the kind of ewes that he can raise if careful selection is followed and practiced. (3) One must have a lamb that will finish at from fifty to sixty pounds. He must be short-legged, deep-bodied and wide."

Mr. Harry F. Caldwell of Connersville discussed his method of renting ewes on shares, emphasizing the value of a small flock of sheep and their ability to live cheaply in utilizing roughage and pasture. Mr. Caldwell showed how he and those who worked with him in keeping sheep on shares made good profits from marketing their lambs off of grass yearly. He told of one particular case where last fall he rented fourteen cross-bred Shropshire-Rambouillet ewes to his neighbor. The ewes were four and five years old. Two purebred Shropshire ram lambs were turned with the ewes on the last of October, 1928. During the winter the ewes were sheltered at a straw stack

and in hog houses. Corn and clover hay were fed when the ground was covered with snow. The lambs were born in April. All lambs were docked and castrated and raised on timothy and clover pasture. At six months of age the twenty-two lambs weighed 1820 pounds.

Indiana farmers are making profits from the producing of lambs on the farms. They are not all using the same methods. Economy of production is probably the largest single factor in making the small farm flocks profitable.

Robert Matheson, head sheep buyer for Swift and Company, Chicago, discussed the marketing of native lambs. He said a quarter of a century ago the native lambs from Indiana sold at a premium on the markets in which he was buying. They were excellent in quality, breeding, and condition. Then the time came when this quality declined and there was a period of poor quality lambs from all the native lamb producing states. At this time the native lamb is again improving in quality, and "there is no lamb I would rather buy than a fat native", said Mr. Matheson. "If farmers will continue to dock and castrate their lambs, control their parasites and look after the details in sheep production as Mr. Baker has described them, the people of Indiana can continue to grow lambs profitably for years to come."

O. K. Quivey of the Baltimore and Ohio Railroad told the sheep growers about the value of ram trains that have been conducted in Ohio and West Virginia. He gave special emphasis to the improvement of quality of native lambs of West Virginia. During the past four years the Baltimore and Ohio Railroad, in cooperation with the West Virginia Extension Department and Sheep Breeders Association, have distributed almost one thousand high class purebred rams along the Baltimore and Ohio lines in that state, and now it takes three cars to hold as many lambs shipped from this territory as they used to put in two.

At the close of the Indiana Sheep Breeders Association meeting, Mr. John Bright Webb of Indianapolis was re-elected president, O. R. Quakenbush of Sharpsville, vice president, and Claude Harper of Lafayette, secretary.

Lamb Market Conditions and Prices in January

CHICAGO

WAITING with bated breath for the inevitable break in lambs the trade was not surprised when on the last round of January progress was reported. When the wreck had been cleared up lambs over 100 pounds were selling down to \$11, and \$12.75 was the practical top on choice handyweights compared with \$14.75 at the high point of the month. Even at the decline lambs weighing over 95 pounds were hard to sell on any reasonable terms. One day good 107-pound lambs sold at \$12; on the following day equally good 105-pound sold at \$11. This market was in striking contrast with trading conditions of the corresponding period of 1929 when it was a \$16.25@16.75 trade. All of which is calculated to convince that markets have no confirmed habit of repeating the performance of the previous year. When they do it is abnormal.

January started auspiciously, both in live and dressed trade, but ran into a series of squalls involving wide and sudden fluctuations. Taking the month's supply as a whole it was about the same as last year, but badly distributed. During the first week a sharp decline occurred early, followed by an emphatic advance on which \$13.65 was paid. The second week the dressed trade collapsed, but elsewhere than Chicago supply was moderate. Lambs broke 75 cents to \$1 per hundredweight and fat ewes \$1, the top reacting from \$14 to \$13.25. The third week an improvement of 75 cents to \$1 occurred, the top going to \$14.75. During the week ending January 25 lambs lost 50 cents, yearlings 25@50 cents, the top settling back to \$13.50, and on the break at the last round 75 cents to \$1 vanished with \$12.75 the practical top and few lambs selling above \$12.50. On this break, which was construed as heralding a swelling movement from Colorado and Nebraska, \$12.25@12.50 bought the bulk of the good lambs weighing 90 pounds down and above 95 pounds action was difficult. Medium flesh Colorados weighing 90 to 92 pounds sold at \$11.75 and 100 to 110-pound stock \$11.

Some feeders pinned their faith in repe-

tition of last winter's market, when values started toward higher levels early in January, the top moving up steadily from \$16 at the outset in January, to \$17 late in that month, \$17.40 at the end of March and \$18 in April, when a bear raid was inaugurated. If precedent is worth anything that course of price events should be reversed to some extent this year. There is but one scrap of bullish logic,—nearly everybody interested takes a gloomy view of the February prospect. Another thing to reckon with is that on a \$12@12.50 Chicago basis the product encounters far less sales resistance than when values are \$2 to \$3 higher. Wool trade conditions are unfavorable but that phase has probably been discounted, and it is equally probable that the same thing has occurred in live lamb trade. The market is so much lower than at the corresponding period of 1929 that an increased quantity of product should be readily absorbed, provided, always that the ultimate consumer gets the benefit of the decline. As usual the penalty imposed on heavy lambs, 95 pounds up, appears to be unreasonably severe as that product realizes as much over the block as lighter meats, although it is required only in limited quantities.

The saving feature of January was that both Buffalo and Denver had light supplies. By Buffalo is meant the constellation of small markets east of Chicago which, on generous runs, take care of eastern shipping orders. Otherwise such orders get to Chicago and whenever shippers are in the trade a stout prop is put under the price-list. Denver got a light January run because Colorados were backward. Iowa kept Chicago well supplied on every advance and had not unloaded its heavy investment in thin western lambs when the December leaf was torn off the calendar.

Features of the month were:

Free marketing of western lambs from feed lots east of the Missouri River, namely Iowa, with a generous sprinkling from Wisconsin.

Moderate receipts from the feeding

area west of the "river" as Colorados were backward.

A flighty dressed trade, wholesale prices varying as much as 2 cents per pound within a few days.

Healthy demand for trash costing \$10.50@11.50 on killer account, indicating a broad market for low grade meat.

Lamb market was always highly sensitive to supply and buyers were constantly on the alert to take off 25 cents per hundredweight or more.

Montana sent a considerable number of handyweight fed lambs to Chicago that sold close up to the top.

Few shearing lambs went to the country owing to lack of incentive to take off wool.

On the break late in the month 86 to 89-pound lambs sold in Denver at \$11.25 "flat", meaning freight-paid to the "river".

A large percentage of well-finished lambs with weight suggested that feeders had carried them into January in expectation of a rise.

The short week at the end of the month started well but ran into a slump Tuesday, January 28, when \$12.25@12.50 took the bulk at the bottom of the break, the \$13 quotation being erased, making the top practically \$2 per hundredweight lower than the high spot, or \$12.75. Half fat and plain lambs sold at \$11.50@12; heavy throwouts at \$10@11. Good to choice yearlings went at \$10.50@11.50, fat ewes \$6@6.50 and feeding lambs \$11.50@12.

The market has run into a choppy period and the irregularity may be accentuated by uneven receipts. Shipping demand at Chicago has been healthy and a stout prop under the price-list. The speculative trade that made high tops a year ago has been suspended as packers refuse to buy "filled" lambs from traders.

Denver has been making a good market on 102 to 108 pounds, paying what amounts to the Chicago basis. Lambs weighing 90 pounds or less get better action at Chicago and Omaha where eastern butchers operate. The heavy lamb problem is a regularly recurring winter affair.

Pure Blood Rambouillet Rams

Carload Lots

Oldest pure blood flock in Arizona. Large bone, long wool type, range raised, good feet. Winter range one thousand feet elevation. Summer range eight thousand feet.

For prices write or wire.



T. J. HUDSPETH

Buckeye, Arizona

This season the usual wide spread has been established and when killers are not under the necessity of buying for numbers they sort in drastic manner. Lambs weighing 92 or 93 pounds have been selling 25 to 50 cents under the top; above 95 pounds the penalty increases until from 100 pounds up it is \$1 to \$1.50 per hundredweight, in fact there has been a spread of as much as \$2 per hundredweight between the top and 105-pound stock. Heavy lambs in throwout packages get the brunt of this penalization. On full loads they are liable to underguess weights 5 to 10 pounds.

There has been a fair demand for feeding lambs at \$12 to \$12.75. Some shearing will be done, not to secure wool, but to get the gains made subsequent to removing fleeces. The shearing operation is too expensive to warrant feeders getting into the wool business.

Breeding ewes are not meeting urgent demand at prices around \$2 per head lower than a year ago. Fat ewes got a bump in February, settling back to a \$6.50@6.75 basis, although supply was at no time heavy.

The market has been so erratic and sensitive to receipts that one guess is as good as another concerning what it may do from day to day or week to week.

No pronounced "holler" has been heard from dressed trade. Late in January, 'choice' lamb carcasses weighing 38 pounds down were selling at \$26@27 at Chicago and \$27 to \$28 in the East; the 'good' grade at \$25 to \$26 at Chicago and \$26@27 east; medium and common carcasses of these weights costing \$21 to \$25 at Chicago and \$22@24 east.

Carcasses weighing 39 to 45 pounds sold at \$24 to \$25, for choice, at Chicago; good \$23 to \$24; common and medium \$21@23. At eastern markets these weights sold at \$26 to \$27 for choice, \$25 to \$26 for good and \$22 to \$25 for medium and common. Heavy carcasses, 46 to 55 pounds, realized \$22 to \$23 at Chicago for choice and \$21 to \$22 for good; at eastern markets quotations on good carcasses of these weights were \$23 to \$25 for choice and \$22 to \$24 for good, weight being the factor. Mutton carcasses sold at Chicago at \$10 to \$15.50 for common to choice and \$11 to \$17 at eastern points.

J. E. Poole.

OMAHA

THE trade in sheep and lambs as 1930 got under way presented a far different picture than was the case a year ago. Receipts were of about the same volume as in January, 1929, at approximately 228,000 head. In only five previous years has the January run been larger.

Prices for fat lambs declined almost as much as they had advanced during the same period a year ago, and by the end of the month were 50c@\$1.00 under the close of December. As January opened, quotations were \$2.25 under the start of 1929, and by the close stood as much as \$4.00 under the corresponding time a year ago.

During the first half of January the bulk sold within a spread of \$12.75@13.25, and up to \$13.75, top for the month, on the 10th. The last two weeks found the market on a steadily declining basis, top dropping from \$13.50 to \$12.15, and the bulk from \$12.75@13.25 to \$11.50@12.00. Final top was \$12.35, and at this writing it has been forced down to \$11.75.

Eastern dressed lamb markets were erratic in their support of the live lamb trade. During the latter part of the month especially, movement into consumptive channels was sluggish and the price trend lower.

There was an increasing tendency to discriminate against lambs averaging over 95 pounds, and lately the situation has become acute on anything over 90 pounds, although outlet for weighty lambs as a whole has been very irregular.

A dull and lower wool market, with pelt credits as much as 40 per cent under those at this time last year, failed to help matters.

Trade in feeding lambs was seasonably light. On late rounds most lambs arrived in killer flesh and definite quotations on thin lambs were hard to establish. However, a decline of 75c@\$1.00 was seen in sympathy with the break in killers.

Demand came mainly from local feed lot operators, and after selling as high as \$13.25 early in the month, top prices declined gradually. The final peak was \$11.75. At the present time it would

take choice kinds to beat \$10.50.

While fat lambs were declining, fat ewes showed an advance of 50@75 cents for the month, but sold as much as \$2.50 @2.75 under corresponding 1929 levels. Demand for the few that came was pretty good at \$6.25@6.50, and up to \$7.00 in midmonth. As usual at this season, the trade in feeding and breeding ewes was nominal.

K. H. Kittoe

KANSAS CITY

JANUARY made an effort to bring lamb prices to a profitable basis, and was doing fairly well along the supply situation and quotations touched a new low position for the winter feeding season shortly below the close of the month.

Starting with the best lambs selling at \$12.75 there was a dollar rise in the next ten days and on the 10th and 11th the best lambs brought \$13.75. Coincident with having reached this point the federal estimate of 15 per cent more lambs on feed January 1 than the same date last year was released and the market turned down, mostly in daily 25 cent breaks, until in the last week \$12 to \$12.25 were outside tops. The break from the high to the low was around \$1.75, and the average for the month was below the December level and with the exception of 1927 the lowest in any January since 1921.

In January last year the market developed an upward trend that was continued through the rest of the season with only slight interruptions until the peak of \$20 or better was reached in March. The actual supplies that moved through markets were not burdensome at anytime. They were unusually light the first half of the month, due in part to extremely unfavorable weather, snows and extreme cold.

The local run carried an unusually large per cent of heavy lambs, 90 to 98 pounds, a few as heavy as 105 to 112 pounds. The lighter weight lambs, though fitting into popular requirements, were not so well finished as in some former seasons. Evidently feeders have tried to keep the heavy lambs moving and it may be that they have strengthened their situation on weight accounts. As a season, weight gains have not been very satis-

factory. Many feeders have had to contend with snow and ice in feed lots and are now confronted with muddy feed yards.

A good many feeders began shearing heavy lambs in December, but January's cold stopped this for a period of 21 days. Weather conditions now are more favorable than at any time this year so that shearing will be increased as the season advances. Because wool prices have been low the margin between shorn and unshorn lambs has been unusually small and not altogether in favor of those carrying full fleeces. Dressed lamb and dressed mutton are having to carry practically the entire first cost to killers and on that account distributing channels have not expanded. A better wool and pelt market would help the live market considerably, but there is no indication of a favorable change.

Fat sheep prices pursued about the same upward and downward tendencies as lambs. At the high point yearlings sold up to \$11.75 and ewes \$7.10. On the decline ewes brought \$5 to \$6.50 and yearlings \$10 to \$10.75. A few bunches of wethers sold at \$7.25 to \$8.50. The total supply of sheep was not large but it carried an unusually large per cent of old ewes.

MANTI LIVE STOCK COMPANY

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Founded in 1907 From Best Rambouillet Flocks in America



BREEDERS OF RAMBOUILLET SHEEP

The outlook for the future market is none too promising. Starting with 15 per cent more sheep and lambs on feed than a year ago, the twenty principal markets the past month received 7,000 less than in January last year. Such a decrease in itself, is insignificant, one way or the other, when considered alone, but when a 31-day marketing period failed to show any increase it is evident that some later period will have to carry a burden of heavier supplies.

Another feature in the feeding situation is that practically the entire increase is in northern Colorado, Nebraska, Iowa, northern and east central corn belt states. Missouri, Kansas, Oklahoma and Texas have fewer on feed than a year ago, and they marketed freely the past month. If the northern feeding belt which has the heavy increase in supplies holds to a straight west-east marketing line there will be burdensome supplies at a few markets, and bare spots at others. If feeders utilize the outlet at all markets, through proper distribution they will have an excellent opportunity to make the best of the supply situation. Kansas and Missouri have practically cleaned up their winter fed lambs. When wheat fields in Oklahoma and Texas were snowed under, feeders promptly reduced their supplies

so that few are yet to be marketed. Of all points Kansas City has the smallest supplies within her immediate trade territory and is the only large terminal market confronted with such a situation this season. It is evident therefore that the market here is in a position to attract some of the surplus from other sections.

January receipts were 146,037, compared with 160,435 in the same month last year, a decrease of 14,398 head, or nearly nine per cent.

C. M. Pipkin

ST JOSEPH

SHEEP receipts for the month of January were 165,004, the largest number ever received in this month. Receipts were liberal from western feed lots, as well as from local territory. The month opened with best lambs at \$12.85 and advanced to \$13.50 on the sixth and again on the tenth, but since then it has been on the down grade. Best handy-weights on the close sold at \$12.35, with 105-pound averages down to \$11.50. Shorn lambs on the extreme close sold at \$11.50, and \$13.00 at the high time. Feeding and shearing lambs closed 75cents @ \$1.00 lower, with best at \$11.50 on late days. Aged sheep closed 50@75 cents higher, with best ewes on late days at \$6.50, wethers \$7.00@9.50 and yearlings \$10.00@10.50.

H. H. Madden

DENVER

A decline of at least 50 to 75 cents a hundredweight on fat lambs featured the trade on the Denver sheep market in January. Receipts of sheep were somewhat smaller than those of the same month a year ago.

The market on sheep during the month of January was more or less of a disappointment to those who had stock in their feed lots. Prices were unsatisfactory and stock that came back from the feed lots did not bring enough in some instances to pay a profit. The weather was bad, too, making good gains difficult and the stock arriving on the market was not in first class condition, as a rule.

Good fat lambs were selling on the Denver market around \$12.50 late in December. They maintained this price

pretty well up to the middle of January, but since that time the market has been gradually going down and best price on the closing session of the month was \$11.75. Since that time, further declines have been registered and the top price at Denver on Tuesday, February 4, was \$11.10.

There are those who believe values will advance, basing their prediction upon the

fact that the greater portion of the corn belt supply of lambs has been marketed and that Colorado finishers will have the market much to themselves during the next couple of months. Others, however, are somewhat doubtful, maintaining that the supply of lambs in the feed lots at the present time is considerably larger than at the same time a year ago.

W. N. Fulton

Lamb Market Comment

By J. E. Poole

DID the break in lamb values late in January discount the supply prospect?

At \$12 to \$12.50 for live lambs, Chicago basis, the meat costs 21 to 23 cents on the hooks. At that basis sales resistance should be eliminated; in other words the public should eat a lot of lamb, taking up the surplus, if such exists.

Pelts are low, buyers getting a credit of \$1.50 per head, but the wool situation has also been discounted. Killers have been taking wool on the present basis for some time, so that it is no surprise.

There has been no audible squeal from killers about selling meat on a minus basis, in fact dressed trade has been healthy right along.

It is true that a lot of pessimism is going the rounds, but whenever the majority looks through dark glass it is an opportune movement to switch to the other side.

The new scale of prices should broaden the outlet, facilitate a clearance and put dressed trade on a healthy basis. Whenever low prices fail to stimulate consumption the fleas will unanimously desert the dog.

Beef is high and not generally of best quality, in fact current prices of that commodity have put it in the semi-luxury category, out of the reach of a large element, especially the industrial group.

Hogs went on a \$10@10.50 basis late in January at the time lambs broke and are \$1.50 higher than a year ago while lamb, even to the ultimate consumer, is substantially lower than at that time. There has been a corresponding advance

in fresh and cured meats which will not work to the disadvantage of lamb.

Heavy lambs selling around \$11 per hundredweight should make an outlet for the product and would if the public could get access to it on a corresponding price basis. Retailers have a profit on their turnover, which will furnish incentive to push the product.

The main bear argument is a heavy visible supply west of the Missouri River, mainly Nebraska and Colorado, but government estimates often have been wrong and may be incorrect now. Also, there are few lambs on feed east of Chicago, as is indicated by spasmodic receipts at Buffalo and other eastern markets. When supply is light down that way eastern killers are under the necessity of satisfying their needs at Chicago and Omaha. The eastern outlet absorbed a large number of lambs at Chicago during January and probably will do so right along, this demand coming not only from small down-east butchers but packers.

After the early January break prices promptly recovered. Some buyers have a confirmed habit of neglecting opportunity to sit in at a bargain counter. This is not buyer judgment, or lack of judgment usually, but may be traced directly back to headquarters where the "mutton man" directs purchases. His confirmed theory is that prices are always headed still lower but when he goes "short" he has to buy for numbers. It is the old story of a short interest putting a prop under prices.

(Continued to page 50)

KING BROTHERS COMPANY

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CHAMPION RAMBOUILLET RAM
1929 Season



Breeders of
Rambouillet
and
Corriedale
Sheep



CHAMPION CORRIEDALE RAM
1929 Season

Undeclared at Wyoming State Fair, Ak-Sar-Ben Stock Show, American Royal
and Chicago International, 1929, and Denver Stock Show, 1930.

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We are offering one to two hundred ewes bred to some of our choice stud rams; delivery November or December, at greatly reduced prices. Also have 700 head of big boned, thrifty, smooth ram lambs, the best we have ever raised. Prices reasonable.

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DIXON, CALIFORNIA

**We produce
a high type
of Ram-
bouillet.**



**A choice lot
of ewes and
rams for
sale at all
times.**

Briggs 1144—Yearling Rambouillet Ewe, Grand Champion Rambouillet Ewe at California State Fair, 1927

(Continued from page 48)

The January break probably put lambs in a dirt-cheap basis. Killers may push their advantage, but they should not "kill" it. An overplay on their part would impair confidence in the industry. They could be in better business.

The long range prospect is anybody's guess. Results of this winter's feeding operations should discourage contracting of unborn lambs, which might not altogether be a detriment; in fact the practice, highly speculative and extremely hazardous has been severely critized. What the effect of the recent crash in butter prices will be on the lamb raising industry can only be conjectured, but in Wisconsin and other dairy sections there is talk of reducing milk herds and substituting ewes. The recent government production forecast says, "It appears that the high point in expansion of sheep numbers in the United States has about been reached." Such opinion is venturesome.

Lamb slaughter under federal inspection in 1929 was about 450,000 more than in 1928. At that the western crop was somewhat shorter owing to unfavorable physical conditions. The government guess says, "The upward trend in consumer demand for lamb that has been under way during the last few years is not expected to continue through 1929. Indications are that consumer demand will be below that of 1929." Who is capable of forecasting demand? As a matter of fact production and consumption are synonymous terms as none of the product is consigned to the rendering tank; it is merchandised at lower prices. The Washington emission also asserts that "the 1930 lamb crop will be about two million head, or eight per cent larger than that of 1929." This, in January, is venturesome, to say the least.

Everything depends on how Colorado and Nebraska move lambs during February and March. Late in January Colorado was credited with about 400,000 more lambs than a year ago. The Scotts Bluff section also had an increase.

The California situation is uncertain. Physical conditions have improved, creating a prospect that Coast lambs will come better than looked probable a few weeks back.

A PROPHECY

SHEEPMEN suffer not so much from the wolfishness of the wool speculators as from the sheepishness of sheepmen. There are not enough sheepmen and too many mensheep; if you get my meaning.

But we are organizing in the attempt to better ourselves. Will you pardon an old man for trying to look into the future, and judging it by the past to see what the outcome of all our bright hopes is likely to be?

I can see that when sheepmen are properly organized and entrust the sale of their wool to a central agency under their own control it will be possible to eliminate the speculator, the buy-cheap-and-sell-dear fellows, bringing the wool grower face to face with mill men. If the mill men are generous, they may allow the grower to pocket all or a good share of the profit that formerly went to the speculator. But I can see no reason why the mill men can not do to the sheepman at that time just what the speculator has always done to him in the past. What is to prevent?

As the producer of a raw material can the central selling agency of the sheepmen dictate to or coerce or cajole the mill men any more than they are now able to do these things to the buy-cheap-and-sell-dear boys? Don't forget the European wool sacks in which Americans are content to array themselves, nor the reworked native wool, which the mill men can substitute for American wool. If two-thirds of the wool used by mill men is reworked wool, every year, don't you think the mills could and would import the one-third new wool if it were necessary to break the price of American wool?

This present agitation for what is called orderly marketing of wool, this centralized control and the disappointed hopes of its sponsors and of sheepmen generally, —all are necessary to educate the wool grower up to the point where he will be willing, or forced, into retaining ownership of his product until it is ready for the consumer. If the wool grower could offer all new-wool blankets, sweaters, mackinaws, underwear, etc., to the consumer, just as dairymen offer a finished product and get 90 per cent of the consumer's dollar, then and not till then, will he be working for

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We have some very fine bunches of yearling and two-year-old ewes for spring delivery, and prices are right. We can also furnish aged ewes as well as young ewes lambed out for April and May delivery. Give us a call.

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BIG SMOOTH ONES

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RAMS or EWES

One or a Carload—Shipped Anywhere on Approval
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Feed and Range Conditions Make It Necessary
for Me to Dispose of a Part of My Ewes—Even
if I Have to Shade Prices.

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Flock Founded in 1875

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F. N. Bullard, Manager

himself. And whether he wills it or not, the discovery of a substitute for wool may force the wool growers into the manufacturing business in order to realize cost of production out of a product no longer necessary to mill men who are not interested in sheep.

The inducements for the sheepmen of the United States to go into the manufacturing game are great. Go into any store any place and price a blanket or a sweater, all-new-wool goods, and then sit down and figure out how many times the price of your wool has been doubled since you owned it. Then ask yourself if you are willing to live and die at the little end of the business. There are brains enough and integrity enough among sheepmen to put anything over if they want it badly enough.

Burney, Calif.

L. Braden

[Mr. Braden evidently does not appreciate the fact that under the new Wool Corporation sales will not be made by individual growers but by one growers' agency located at the market which will be the largest seller of domestic wools and

fully informed as to values. Growers will do well to demonstrate their ability to work together in selling before considering the financing and operation of manufacturing plants. Labor and overhead mill costs amount to much more than raw wool costs and expenses of wholesale and retail distribution are large factors in determining prices to consumers on woolen materials. Editor.]

CROSSING DORSETS WITH DELAINES

EXPERIMENTS with Dorset-Delaine "hot house" lambs, a branch of sheep raising comparatively unknown in this section except at the Pennsylvania State College livestock barns, have been undertaken at my sheep ranch near Neffs Mills this season. Thirty-one smooth "C" type, Delaine ewes which we crossed during the midsummer with registered Dorset rams already have begun dropping lambs.

In my sheep pens now are eight almost snow-white lambs with twenty more ewes carrying evidences of approaching moth-

erhood. The first lamb was born December 7, other additions to the sheep band coming at the rate of two weekly. Out of nine lambs born thus far we have eight docked, ear-tagged and nicely started. The ninth came dead. These ewes should continue lambing until February 3.

Contrary to general belief among farmers, "hot house" lambs can be produced with less cost than those born in March, at least my experience forces me to this conclusion. A field of mixed clover and alfalfa near the barn affords ample winter pasture. We drive the band of ewes and lambs to the pens at night, then feed alfalfa hay and a grain ration of bran, oats and corn chop. One feed daily only costs a few cents. Our first lamb now will weigh fifteen pounds and all the rest are thrifty. Only one set of twins require a supplementary ration in the form of cow's milk.

Dorsets and Delaines seem most practical for "hot house" lambs because of their tendency to breed out of season.

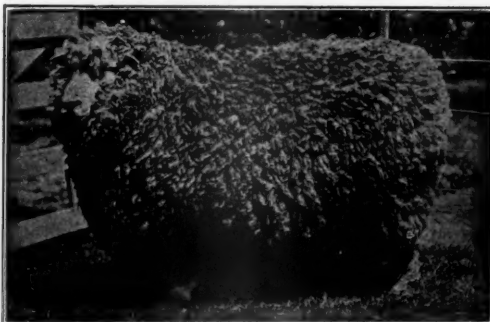
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Flock Masters!

New Zealand can supply your needs in this direction. Our Romneys hold the world's Championship.

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Live Stock Market Service that One Can Depend Upon!

MONTH in and month out, regardless of conditions, in spite of disquieting events in other industries, is a market service that live stock men have confidence in.

It often happens that in other lines of activities, there is difficulty in moving goods offered for sale, and if transactions are made, the remuneration is not always sure. You hear the expression: "Land is not moving this summer," or "It is hard to make collections." But did you ever stop to think that at a live stock market, every day is sale day and cash is paid for each day's offerings?

Any system of purchasing live stock, which operates to draw live stock supplies from the open competitive market, and thus reduces competition, acts as a factor in depressing prices all along the line. When such a system also makes its selections from only the top class of animals, and allows the inferior quality of animals to go on to the central market, the price situation is still further impaired.

The Omaha Live Stock Market, equipped as it is to handle all kinds and numbers of live stock, and doing business in an honest and aggressive manner, is in a position to bring the shipper the best possible net returns on his shipments—whether one animal or a carload.

Union Stock Yards Company
of Omaha (Ltd.)

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YOUR STOCK
TO
CHICAGO
THE
Live Stock Market
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